



# CONNECTICUT INDUSTRY

SEPTEMBER • 1959

M B ELECTRONICS — A LEADER  
IN VIBRATION CONTROL

Page 6



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**the CALL director**

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**THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY**

# CONNECTICUT INDUSTRY

SEPTEMBER • 1959

VOLUME 37 NUMBER 9

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THIS MONTH'S cover photo shows one of MB Electronics Company's newest vibration exciters installed at the Baltimore plant of Westinghouse's Air-Arm Division. This exciter is used to check the reliability of the Bomarc Target Seeker.

L. M. BINGHAM, Editor

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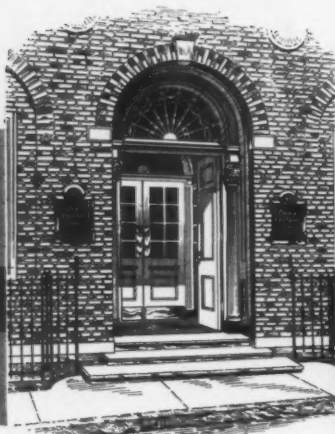
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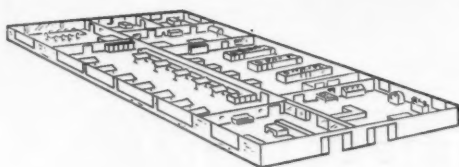
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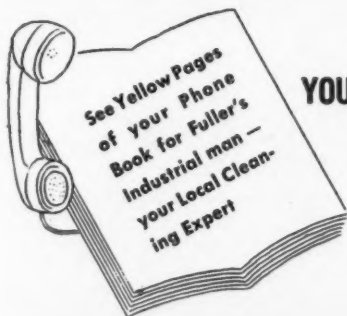
**YOU BENEFIT** from fast delivery — out of factory-operated, well-stocked regional warehouses — located in . . .



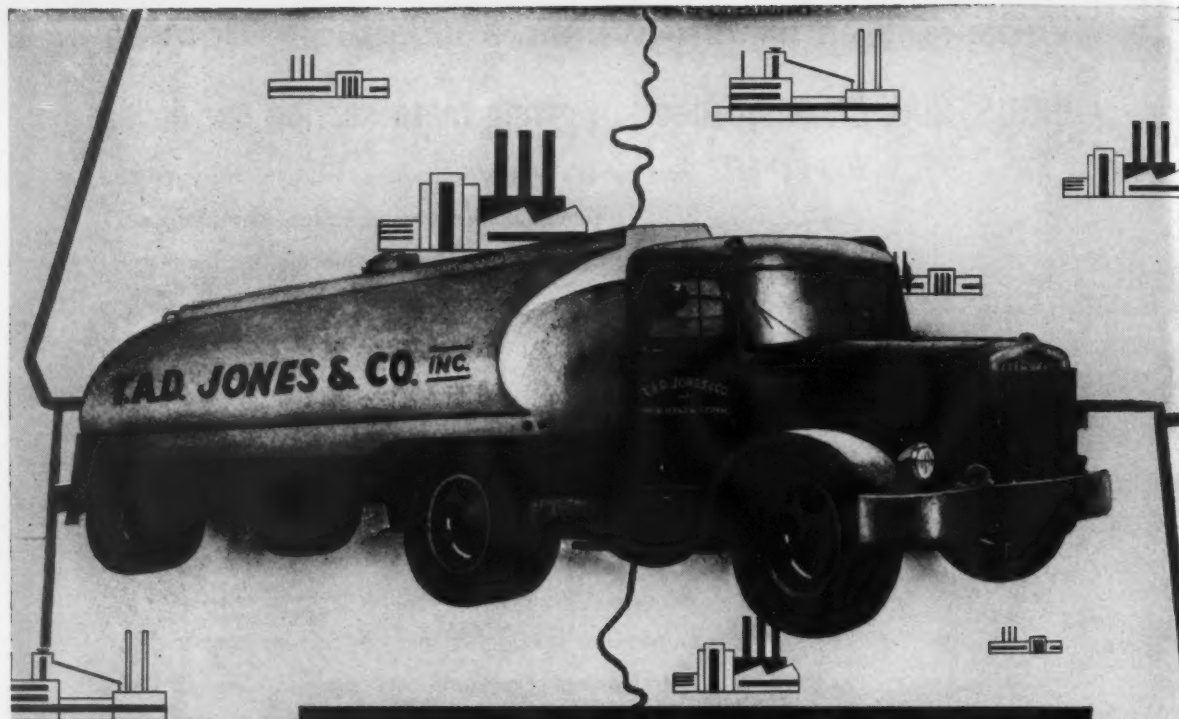
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# No Constitution — No Business — No Future

♦ A RESOLUTION passed by the Board of Directors of the McGraw-Edison Co. of New York at its August 21, 1958 meeting and significant developments that have happened since its passage, contain the seed of an educational effort that, with proper cultivation, could eventually smother some of the more luxurious weeds of collectivism that are fast killing off our freedoms, including the freedom to enterprise.

The resolution passed by the McGraw-Edison Board read:

"Resolved: That the president be authorized to appoint a committee of not less than three or more than five members to be known as the Committee for Public Affairs; that the function of this Committee shall be: (a) to keep the company informed as to governmental or pressure group actions inimical to the preservation of our form of government as set forth in the Constitution; (b) or to the preservation of the concept of private property and free competitive enterprise; or (c) that are hostile to the best interests of the company and its stockholders. Further, that the Committee may cooperate with, or take an active part in, activities designed to safeguard the matters referred to with due regard to legal restrictions on company activities in this field."

On March 1, 1959 the Committee for Public Affairs began its program by compiling, with the aid of the company's division heads, a list of some 872 McGraw-Edison executives to which the work of the Committee was directed. In the six months period since this pioneering Public Affairs program was launched the Committee has moved rapidly to substitute knowledge for ignorance in a number of important political and economic areas.

Five News Letters containing digests of facts from other publications dealing with business and our economy, national and international affairs and labor problems have been prepared by the Committee staff, printed and distributed during the past five months.

To supplement the monthly News Letter, a monthly Bulletin, dealing with current and pending national and state legislation of particular interest to McGraw-Edison and to the country as a whole has been published on the 15th of each month for the past five months. Seeking to broaden its usefulness, the Committee published in July a special six-page supplement on the organization and membership of the 86th Congress which listed all Senators and Representatives, their party, district, home address and term expiration and indicated the proper way to address a letter to any member of Congress.

In addition to the regular News Letter and Bulletins the Committee has furnished special supplementary material as follows: Secured and publicized exclusive statements on a pertinent public issues from Vice President Nixon, certain Senators and Representatives and from Fred A. Seaton, Secretary of the Interior; published a special book review supplement which discussed twelve important books dealing with labor, business and world affairs; distributed pertinent reprints of articles and pamphlets by several authorities on sound American doctrine based on the governmental formula enunciated by the Declaration of Independence and the Constitution and its Bill of Rights; made arrangements with publishers to distribute sample copies of five publications—The Dan

Smoot Report, National Review, The Freeman, American Opinion and Human Events—all of which are dedicated to ferreting out the true facts about the current actions and future plans of individual and pressure groups that are rapidly substituting the stifling poison of the socialist formula for the free enterprise incentives that created the most powerful nation on earth in less than 200 years.

Although the Committee on Public Affairs have also provided certain other specialized services for McGraw-Edison executives when it appeared that such services served the stated provisions of the Resolution passed by McGraw's Board of Directors, the foregoing outline of this educational effort is sufficiently complete to provide a pattern for other companies who wish to provide the facts so necessary to effective political action.

In an effort to discover the impact of the Committee's activities to determine whether its program should be continued, a detailed questionnaire was mailed to each executive who had received the material, with the request that he fill in the answers and return the questionnaire anonymously. Although the Committee hoped that it would receive a vote of confidence for its efforts it was entirely unprepared for the 93% vote of confidence in its program.

According to Edwin McDowell, executive director of the Committee for Public Affairs, The McGraw-Edison Board recognized that the authorization and organization of this Committee was a pioneering venture—one that if proved successful in its own operations, must be broadened to include other business and industrial organizations if business men are to become truly effective in preserving our free enterprise form of society.

In the opening remarks of his address entitled, "The Constitution is Your Business," delivered at the Association's Annual Meeting, September 15, 1953, Clarence Manion, former Dean of the University of Notre Dame Law School, aptly expressed his fears for the future of our Constitutional form of government in the wrong hands when he said:

"I feel about our Constitution like the mother who found her baby toying joyously with a piece of priceless porcelain which had come down through the family for more than a hundred years. With a sense of shock and apprehension the mother snatched the porcelain from the baby's hands and placed it in a cabinet safely beyond his reach lest this priceless thing be destroyed by his immaturity of judgment. The mother made the safety of the porcelain her business.

"I say frankly that the safety of the Constitution is your business. You haven't any other business. If it wasn't for the Constitution of the United States you would be out of business."

Admittedly, the Constitution, that piece of "priceless porcelain" has been pretty badly scarred and punctured with a few holes, not only by immaturity of judgment of some persons in this and previous generations but also by purposeful design on the part of collectivist missionaries. But the Constitution, even though weakened, still stands as the only bulwark protecting man's inalienable rights against the collectivist state that asserts that man has no rights and that his body, his work and personality belong to the state which may make any laws it wishes and force obedience to them in any manner it chooses.

(Continued on page 28)



George Mettler, president of MB Electronics Company, left and Norman G. Froomkin, vice president of Propulsion Test Facilities, Inc., a newly formed affiliate of MB.

Exterior of MB Electronics Company's New Haven plant. The name of the company, formerly MB Manufacturing Company, was changed this year.

# MB ELECTRONICS — A Leader in Vibration Control

■ ANYONE who has been bounced up and down while driving a bumpy road in an old model automobile is familiar with vibration. In Webster's Dictionary it is referred to as "trembling motion."

Control of this "trembling motion" is of great concern not only to car manufacturers. In industry it can mean the savings of countless millions of dollars each year. To the United States Government it is a key factor in maintaining supremacy in missile, jet and earth satellite development. It might even play an important part in deciding who will be the first to place a man on the moon.

The need for vibration testing and control has resulted in the burgeoning of a new industry. A pioneer and one of the leaders is a New Haven firm, MB Electronics, a Division of Textron Electronics, Inc., said to be the world's largest manufacturer of vibration testing equipment.

## The Role of MB Electronics

If someone shakes a watch for a

long time, the vibration may cause it to malfunction. The solution here is simple: Don't shake the watch. The vibration problems of the Government and industry are far more complex. They are concerned with vibration-causing forces that cannot be eliminated.

MB Electronics' job is to design and manufacture laboratory and production test equipment to produce controlled vibrations. This enables engineers to evaluate new designs and new products, and provides a quality control check on units in production.

The vibration test equipment is produced at the company's Whalley Avenue plant in New Haven. On State Street, also in New Haven, MB operates what is considered to be one of the most complete custom machine shops in New England. Highly skilled work is performed here for such customers as Pratt & Whitney and General Electric—with most of this pertaining to the machining of experimental and production parts for a number of different types of jet engines. This plant

also specializes in tube bending operations for jet engines and accessories.

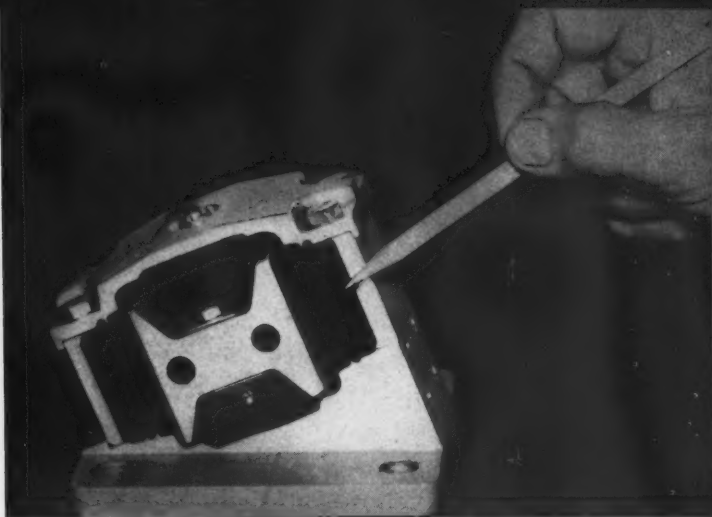
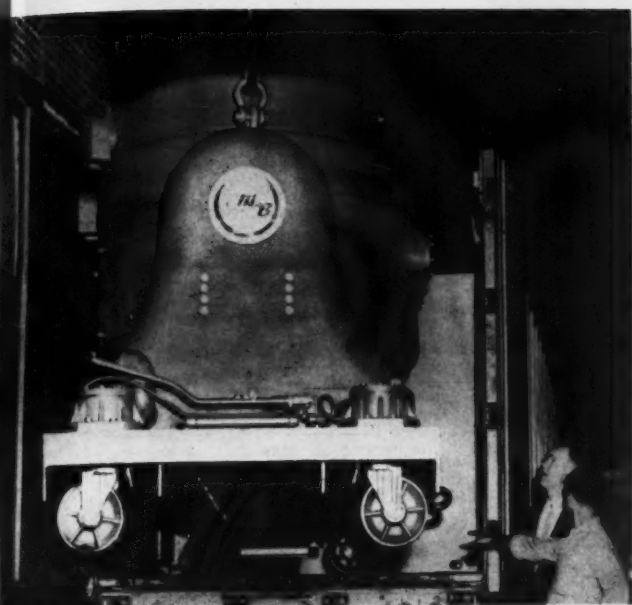
## How MB Started

MB was started in 1938 in New Haven by George and Rollin Mettler. The company was then known as MB Manufacturing Company, Inc. and it produced engine parts. (The name was changed to MB Electronics earlier this year.) In the beginning, the complete staff consisted of four employees.

After being in operation less than a year, the company added a wing to its State Street plant. In this period, Pratt & Whitney asked MB to make flexible engine mounts for its airplane engines. (These mounts help dampen engine vibration.) This was the turning point in MB operations. Through the production of engine mounts, the company entered into the area of vibration control.

Within a few years, the company had to replace its original plant with a modern structure. MB soon became an important name in the aviation field. The company supplied mounts





One of MB Electronics latest mounts for Turboprop engines. It was through the design and manufacture of engine mounts that MB first entered the field of vibration control.

The world's largest vibration test system is loaded at MB Electronics plant for shipment to Sperry Gyroscope Corp., Great Neck, Long Island, where it will be used to test jet aircraft and missiles.

# Control

for aircraft built by Convair, North American, Lockheed, Boeing, and Douglas, among others. Today, MB is still engaged in this operation and is presently designing and producing mounts for jet, turbo-prop, and reciprocating engines.

By 1944, MB realized that vibration control was destined to reach a status of major importance in many fields outside of aviation, so the company's engineers began to design a complete line of vibration control equipment. This expansion of operations necessitated the acquisition of a second New Haven plant in 1949.

From airplane mounts, the company expanded into mounts for trucks, tractors, electrical engine-driven generators and outboard motors.

## Development of the "Isomode" Pad

Another major vibration problem that industry faced concerned heavy plant machinery. Extreme vibration by equipment not only made working conditions difficult, but lessened equip-



Engineers of MB Electronics check console of one of the company's latest vibration testing systems.



Vibration test equipment being assembled. MB vibration equipment has become the recognized standard for army, navy and air force laboratories.



MB owns one of the most complete precision machining facilities in New England.

ment life and affected overall production, resulting in loss of millions of dollars. One of the solutions was to bolt machinery to the floor, but this restricted movement and was a handicap in today's ever-changing production lines. To help solve the problem, MB developed the "Isomode" pad, a specially constructed Neoprene rubber pad that lessens vibration when placed under heavy equipment. Major applications include electric motors, air compressors, refrigeration units, textile looms and punch presses.

#### **Vibration Testing Equipment**

In order to accurately develop equipment for vibration isolation, it was necessary to do testing. Since test equipment in this field was limited, MB started to manufacture its own. Soon, companies approached MB and asked them to furnish vibration testing equipment for their vibration programs. Such equipment, built for Pratt & Whitney, was one of the first. From this genesis, MB was to become the largest manufacturer of vibration test equipment in the world.

#### **The Advent of the "Space Age"**

Scientific advances following World War II increased the importance of vibration testing and contributed substantially to the growth of MB. Development of missiles, rockets, and earth satellites necessitated expanded programs for environmental testing, i.e., testing of an article in the exact conditions under which it must perform. Vibration is one of the important environments reacting on objects such as missiles.

The present-day importance of vibration testing is easily understood when one considers that every missile, rocket, and earth satellite and all their components must be vibration tested. The biggest single cause of missile failures is vibration.

The complexity of vibration testing makes it necessary for MB to manufacture a line of equipment that runs the gamut from a miniature vibration pickup that can be laid in the palm of the hand to the world's largest vibration exciter, capable of producing 28,000 pounds of force. Requests have come for units that will be capable of exerting 50,000 and 100,000 pounds of force and MB technicians are presently working on their development.

MB's continued growth led to the need for more capital. In 1954, the company was sold to Textron Inc. This change did not alter the development pattern, but provided greater resources and opportunities.

#### **MB Equipment Recognized As The Standard**

Because of the company's close work

with the armed forces, MB vibration calibrating equipment has become the recognized standard for the Army, Navy and Air Force Laboratories.

The company recently instituted a series of two-week training seminars in complex vibration under the direction of Dr. Theron Usher of Yale University's Electrical Engineering Department. Response to the opening seminar was so overwhelming that they are scheduled to continue indefinitely.

It is not only in the United States that the New Haven firm is the recognized leader. MB has set up a technical service organization in Paris, and within the last three months, shipped the most modern vibration test equipment in Free Europe to Sud Aviation, the largest French aircraft and missile manufacturer. In eight years MB's European business has increased 1800 per cent.

### MB & The Future

MB's two plants total over 135,000 square feet. The company employs over 700 people, including seven research scientists, eleven development engineers and twenty five technical engineers. Because of an expanded research program, the company's technical staff is constantly growing.

The president of the firm is George Mettler, one of the co-founders. Mr. Mettler graduated from Yale with a degree in mechanical engineering which enables him to function far beyond the administrative field. According to Mr. Mettler, the future is exceedingly bright. "MB hasn't even scratched the surface," Mr. Mettler said. "At this time we are researching untouched areas in the field of vibration testing and control, and each of these areas could be responsible for a large amount of business."

Some of the studies going on in MB's New Haven laboratories include: Vibration studies of radar antennas, electronic components and navigation instrumentation; studies of vibration test and isolation systems for guns, mount turrets, warheads, and underwater, water to air and air ordnance; systems for detecting and locating underwater and surface vessels by vibration.

### Propulsion Test Facilities

MB is well aware that the future in the field of environment testing is in "package testing." This means, instead of studying vibration individually, it is studied at the same time as other environmental factors such as tempera-



MB's vibration test equipment runs the gamut from the "Vibramite" (shown here) to giant exciters capable of producing 25,000 pounds of force.



Engineer checks out an electronic subsystem similar to those contained in missiles and jet aircraft, to see that it can withstand vibration. The MB equipment puts subsystem through the exact conditions that it will face when under operation.

ture, pressure, humidity, vacuum, corrosion, friction and radiation. This recently led to the establishment of Propulsion Test Facilities, Inc., as an affiliate of MB Electronics and a Division of Textron Electronics, Inc.

PTF designs, constructs, and sets up the instrumentation for omni-environ-

mental test facilities. Mr. Mettler is president of the new affiliate, also headquartered in New Haven. The vice president and general manager is Norman G. Froomkin, formerly general manager and chief engineer of the Propulsion Test Equipment Division, Penn-Texas Corporation.



Display case given by The American Brass Co. and Scovill Mfg. Co. containing the processing and manufacturing of brass and minerals that are used to make brass.



Four-slide wire forming machine used at Waterbury Buckle Co. about 1865.

# Waterbury's Industrial MUSEUM

By Sando Bologna



Cases with old-time and modern watches and clocks.

(Right) Richard M. Stewart, president of The American Brass Company, points to an old automatic planer.





■ WATERBURY'S industries and civic-minded citizens have cooperated in a community-inspired effort to establish one of the most up-to-date industrial museums in the United States.

Dedicated last April, the Industrial Museum perpetuates scores of machines and hundreds of products manufactured in the "Brass Center of the World." The ancient machinery and the other exhibits are displayed in the attractively renovated 2,700 square-foot hall in the basement of the Mattatuck Historical Society Building across the street from the city's historic Green.

People interested in industrial museums have traveled hundreds of miles to inspect this museum, which is different from any other of its kind in Connecticut, or even in New England. The big difference is in the planned course being conducted during the school year for eighth grade pupils of 24 grammar schools. The children troupe downtown to the museum during school hours for an hour-long informal talk on the history of Waterbury's industrial development. Then they inspect the exhibits and ask many questions about their city's industrial productivity. After returning to their classrooms, the young people report on their museum experience and continue their studies in civic and local history. Thus, they are learning intimate lessons about their city's industrial history as well as visiting their wonderful museum.

"We are showing here the things that were made in Waterbury but we are not mentioning individual fac-

Ed Note: Russell Kirk, author of "A Plan For the Conservative" and several other books setting forth sound reasons for advancing the American Concept of freedom, once said, in effect, "A generation that has no respect for the accomplishments of its ancestors will have no concern for the welfare of future generations." In setting up the Waterbury Museum and arranging to pass on the lessons of the past in an interesting form to youth of the area, the manufacturers of Waterbury, in cooperation with the Historical Society, are following the pattern recommended by Professor Kirk. The Waterbury Museum program is developing an understanding and respect for the creators of earlier industrial techniques that will "pay off" in terms of better employee morale and a more responsible citizenry for the area a few years hence. It is an overall program that would yield valuable dividends for all other industrial communities that decided to follow the Waterbury pattern.

ies," says Rawson W. Haddon, veteran curator of the Mattatuck Historical Society. The executives of the city's industries wanted to make the long-planned museum a community project but with no special emphasis on any particular company. Thus, large and small companies are given equal recognition regardless of what they gave in exhibits.

The guiding leader in the creation of this museum was William C. Cleveland, who retired last December as chief mechanical engineer at the Scovill Mfg. Co. where he worked 41 years. As chairman of the Mattatuck Historical Society's Industrial Museum Committee, he devoted countless hours at the three-story red brick building, setting up exhibition cases and directing a crew of high school boys who were his assistants. The students were from Kaynor Technical School and their extra-curricular activities included the installing of machines on benches after they had been repaired and

cleaned in the school's workshops.

A few weeks after the museum was dedicated, Mr. Cleveland's talents for museum research were recognized by the Smithsonian Institution and he was appointed special consultant to plan the New Hall of General Manufacturing for Smithsonian at Washington, D.C.

Waterbury's industrial museum marks the completion of the second phase of the Mattatuck Historical Society's development plan, started in 1957 with a public subscription of nearly \$40,000. The first phase was the Junior Museum auditorium and dioramas opened in December, 1957. The third phase will be the renovation of the historical sections on the building's main floor.

Groundwork for the museum was laid in 1949 when the Industrial Committee was formed with Richard C. Kaynor of The Waterbury Companies, Inc., as chairman. There had been some machines in the museum building but many more were collected after the committee was formed.

The museum is a pleasant place. A refreshing atmosphere greets the visitors who enter the large hall. The walls are of soft green pastel with twelve murals depicting progress in the development of an industrial heritage dating back to the Stone Age.

A long series of display cases contain items that illustrate how copper and zinc look after being mined and how they are processed and manufactured into bright finished products with lasting durability.

The section pertaining to the mining, smelting and refining of minerals was donated by The American Brass Co. Samples of mill products were furnished for the second section by the Scovill Mfg. Co. The diagram outlining the step-by-step process was sketched by Coordinator Cleveland.

The donor of each machine is identified on each exhibit piece. Among the machines that intrigue many visitors are the country's oldest known four-slide wire forming machine, a century-



Wood parts of a 19th century clock are also included in the clock and watch exhibit.

(Continued on page 32)

# Profits Boosted By Proper Financing

by James J. Coy, Assistant Vice President  
James Talcott, Inc.



JAMES J. COY

## ■ Men, machines and money . . .

Those are the ingredients of any successful business. The man who tries to get by without utilizing each of the three to its fullest potential is ignoring tested precepts of good management.

In today's business climate, credit is "tight" and probably is going to become more so. Competition in nearly all fields is increasing and costs for manpower and materials are rising. Management has to keep an eye on cost controls, and not to do so means that profits will surely suffer.

Sometimes executives find that they could solve most of their problems by spending money. When competition is keen, it is imperative that equipment and procedures be up-to-date. When customers know they can demand quicker and more extensive service, expansion is often the answer.

But expanding, buying new equipment or installing new procedures, while they may solve a problem, are costly. Before such measures can be taken, money must be raised. More often than not, it must necessarily be borrowed.

Any competent businessman knows that the first place to seek growth funds is his bank. However, banks are often restricted in the types of loans they may make and frequently unsecured loans which they can offer are inadequate for the borrowing company's needs.

Disappointed in his try at raising money through bank lines, the executive often considers issuing more stock—but that means further dilution of ownership. Issuing bonds involves taking on long term debt, a distasteful prospect to the businessman who needs only interim financing. He can try to raise money through personal con-

tacts, borrowing from friends or using his own funds. But not many executives are fortunate enough to be that affluent.

There is another way that growth funds can be obtained. Commercial finance companies can help firms which need help to continue growing. An increasing number of banks are referring such customers to commercial finance companies. The banker knows that the commercial finance company will try to help the borrower become suitable for bank borrowing by furnishing funds during the transitional growth period.

Commercial finance companies can often lend money to a firm unsuitable for bank lending because they lend only on a secured basis as compared with banks' unsecured loans. That is, the commercial finance company approves loans only on presentation of collateral, such security usually being the client's accounts receivable (money owed to the client but not yet paid). If a sound accounts receivable financing plan is in effect, the commercial finance company will quite often lend additional funds on the pledge of the borrower's inventories or fixed assets as collateral.

This is how commercial financing has been used in various fields:

A manufacturer of ventilators and steam control valves diverted its funds and efforts to the development of electronic liquid and gaseous pressure and flow controls. By so doing, it impaired its working capital position and suffered operating losses. Despite this, management was convinced that its policy was wise and it continued developing the new product.

It needed money, however, for the transitional period. Bank loans were

available for \$200,000, but this was inadequate for the company's \$4 million sales volume and large inventory. Its banker suggested trying commercial financing.

The manufacturer went to a commercial finance house and, on an accounts receivable plan, borrowed \$250,000. This was on a revolving basis. In accounts receivable financing, the finance company advances funds up to 80 or 90 per cent of the value of the borrower's receivables at the time of their creation. When the bills are paid, the client turns the money over to the finance company which remits the difference between the original advance and the full value of the accounts. But, and this is where the continuing value of such financing arrangements shows up, as new sales are made, new receivables are created and new funds are immediately made available to the borrower. As a result, firms using this plan always have a supply of working capital.

This particular manufacturer progressed for two more years using accounts receivable financing but, while the arrangements helped, the company still lost money. Development of the new product was advancing, but it was costly and producing no return.

The manufacturer tried to get a mortgage loan from its bank but was unable to do so. The finance company, however, did loan another \$100,000 on the pledge of fixed assets, payable over a ten month period. Before the new product was marketable, it was necessary for the loan to be renewed once for \$125,000.

This final loan, plus the continuing accounts receivable plan, was enough to do the job. The new product is now

(Continued on page 60)

# Work Opportunities for Retired Executives

■ MANY business executives and skilled specialists, prior to retirement, have looked forward to their later years as a golden era of life without alarm clocks—a period when they would be free to play golf, travel, go fishing or “putter around” with a favorite hobby. But alas, after the first few months of retirement following 30 or 40 or more years of time-conscious management or specialized activities, many of them suddenly discover that they are becoming increasingly restless and unhappy with too much time on their hands and no satisfying activity to consume it. They are discovering what philosophers, psychologists and psychiatrists have long ago discovered, and have been emphasizing more and more in recent years—that man, to be reasonably happy, must have the feeling that he is needed, that his talents are being used to accomplish some objective that seems worthwhile to him and to at least some of his fellowmen. In short, many executive retirees, with few or no financial worries, are belatedly discovering that their greatest need is not money or leisure time, but rather the “need to be needed.”

## The Fuller Plan

After a busy life of 50 years of service to the Curtis Publishing Company, of which he had been president and chairman of the board, and during which he had served many other organizations as a director, officer, committee chairman or member, Walter D. Fuller discovered within a few months following his retirement in 1957 that he wasn't enjoying life as he had anticipated. Being a man of action he organized Walter D. Fuller Company, an organization designed to make available to business the skilled experience of persons of retirement age.

Engaging office space in the Public Ledger Building, Philadelphia, he began recruiting persons of proven ability above 50 years of age for his file of specialists. Today he has the experience records of some 1,600 persons in his files, all of which have been carefully analyzed to make certain that they have much to offer clients. Mr. Fuller expects the number will be in-



WALTER D. FULLER

## Facts About Walter D. Fuller

Although born in Iowa, Mr. Fuller considers himself a Connecticut native. He was educated in the public and high schools of Norwich and began his business career in a Norwich bank in 1899. After moving to New York in 1903 he was first associated with a bank, and later with the Butterick and other publishing companies as a salesman. He also served in various office capacities until 1908 when he joined the Curtis Publishing Company as an office executive. Through several advancement stages, he became president in 1934 and chairman of the board in 1950, serving in that capacity until his retirement in May 1957.

His directorships, committee posts, honorary positions and degrees are too numerous to mention, numbering well over twenty in all. Among the posts he has filled which are best known to manufacturers are: President of the National Association of Manufacturers (1941) and chairman of the NAM's Education Committee; trustee, Committee for Economic Development and board member of the Conference Board. Mr. Fuller was also the featured guest speaker at the Association's annual meeting held at the New Haven Lawn Club, New Haven, November 12, 1941.

creased to 2,000 by January 1960. These records represent experience in approximately 175 different fields, ranging from A to Z.

"There is no charge to the specialist for registration," Mr. Fuller says, "but we are pretty strict in insisting that he must be either in the executive management staff area, including engineers, chemist and scientists, or representative of the broad range of persons skilled in marketing, selling, finance or other skills recognized as comparable. These men have 30 to 40 years of successful experience and their personalities have been checked with care."

"All of these people," Mr. Fuller states, "are widely and specifically experienced and hence, with a minimum of training, go directly to the work assigned and finish it quickly. Unlike the salaried employee, they serve either as full-time or part-time professional contractors who require no fringe benefits, which now average, according to a recent U. S. Chamber of Commerce report, up to 40% of payroll. When a specific job assignment is completed, the expense ends."

"What do we do for the client? Since our obligation is to the client who comes to us for a certain type of skilled person, we give the selection of that individual our most careful attention. First, we conduct an initial discussion with the specialist anonymously to learn if he has the capacity to do the job the client requires. After we are satisfied that we have found the right man for the job, the information is passed on to our client along with our offer to arrange an interview at a mutually agreeable time. There is no charge to the client for services up until the acceptance of one of our men, unless there is an unusually difficult problem to solve, in which case special arrangements can be made to take care of this subject. The fee paid to the specialist is determined by negotiation between the client company and the specialist."

"After the specialist has been engaged, the cost of the service, paid by the client, is \$100 plus an amount equivalent to 15% of the fee paid by the client to the specialist, up to a

(Continued on page 29)



# How To Choose Your Manufacturer's Agent

by ROBERT P. PETERSON

■ ARE you thinking of taking on a manufacturer's agent? It may be an excellent idea. On the other hand, it may not. And some of the things that make the idea seem so excellent now, may be the very ones that backfire later on.

Taking on a manufacturer's agent is not, or at least *should not be*, the casual matter that many regard it to be. It is not merely a matter of agreeing to pay a commission, showing the man your line and saying, "Okay, now bring in the orders." It is just as serious as hiring a salesman—and the stakes may be even higher.

Many a manufacturer who, in taking on an agent has said "I don't care how much he makes. The more he makes the more I make." But a couple of years later a different picture emerges. The agent is making more than the company's sales manager. The treasurer who signs the checks is disgruntled at the snap enjoyed by the agent. Pressure builds up.

## Where's the business?

Finally, the agent is dropped, an employee salesman is put in his place, and a fat savings in sales costs results. The sales manager and the treasurer are pacified. Then, some time later, it becomes evident that the agent has taken 80% or 90% of the business to a competitor, and the manufacturer is virtually back where he started.

But before we get too deeply into the specific advantages—or disadvantages—of hiring a manufacturer's agent, let us review a few of the situations in which hiring an agent is likely to effect a very satisfactory solution to a problem.

If you are a small manufacturer, operating over a limited radius entirely from home base, but looking for growth and markets farther afield, you might find it very advantageous to take on agents in marketing centers on a wider radius. Putting out more salesmen is costly and risky. Taking on manufacturers' agents involves very little cost or risk. If it produces business, well and good. If not, you've lost very little by trying.

If you are a large company, you can increase your coverage and multiply your sales effort by adding agents in the areas not now covered or by dividing up your larger, unwieldy territories and placing agents in them. You can do these things at very little expense, and at a predetermined sales cost: the agents' commissions.

Or, more to the point at the present time, perhaps you need more concentrated sales effort to hang on to your share of the reduced business now available. Whereas you were, say, operating over a 400- or 500-mile radius, you can pull in your sales force to a 200-mile radius and appoint agents throughout the 400-mile radius, automatically and immediately multiplying your sales effort in the total area you were covering.

Any one of these reasons is sufficient for at least giving serious thought to the possibility of taking on a manufacturer's agent. And now, to get down to the specifics, here are some of the values such an arrangement will offer.

## Valuable selling arm

The manufacturers' agent is an established marketing institution. As such, he is a true specialist and he accounts for perhaps \$5 or \$6 billion of annual sales, largely created for his principals where sales did not exist before. He has put many a small manufacturer in business and opened up new markets for many a larger company.

He offers you a much simplified sales administration. You will be freed of the problems of recruiting, selecting and training salesmen. You will gain the benefit of a sales force and numerous sales offices, yet escape the management problems and expenses that go with maintaining them.

Selling costs are held down until actual sales are made. Being a percentage of sales, they can be predetermined, regardless of volume. Costs of developing a sales organization, plus salaries and expenses until actual sales are sufficient to carry the costs, are avoided. Control of sales cost is therefore facilitated and better planning is possible.

Should you have a limited market, the agent offers you special economies. Revenue from a limited volume of trade may not be sufficient to cover the cost of maintaining a company sales force. The manufacturers' agent, however, serving several manufacturers and not being dependent upon one, can provide this limited volume and still make out all right.

## Has more time to sell

You will not have his full time. His time will be divided with his other principals. But the time he gives you will be efficiently and effectively applied. Unencumbered by reports, bull sessions, lengthy accounting for his time and activities, he saves valuable time which he spends on selling effort. Since he frequently represents several principals to one customer, his ratio of time spent in selling to time lost in traveling and waiting is high. Thus, his effective effort in your behalf might well approach that of a full-time salesman.

You are very likely to gain a superior quality of sales representation. The industrial agent is often a graduate engineer possessing a comprehensive knowledge of the market and technical subjects. He is accustomed to earning a substantial income. By using such a man, you obtain a high caliber of representation you might not otherwise be able to afford.

Since the agent's compensation depends entirely upon his own efforts, he is more likely to be aggressive. It has been estimated that 80% of all sales are produced by 20% of the people engaged in selling. In company organization, the earnings of this 20% must be kept reasonably in line. It is no accident, therefore, that some of them leave good positions, many as sales managers, to become manufacturers' agents. Such men provide a high level of aggressive selling effort.

## Do agents lower prestige?

Some manufacturers feel that they sacrifice a certain amount of prestige in selling through agents, that buyers prefer to deal directly with company



personnel. This is generally true only in the case of incompetent agents. Buyers do not care to deal with incompetent or incapable agents who do not know the line or the company's policies and capabilities. But with a competent agent, these deficiencies do not exist and so, in many fields, buyers prefer to deal with agents.

The agent will provide a better accessibility to the trade. He has the respect of the buyer, built up over years of trustworthy dealings. When he recommends something, it has an automatic standing, for he cannot afford to jeopardize his other lines by bringing around an unsatisfactory one. Multiplicity of line also gives him entry in many places where a salesman would have difficulty.

So much for the rosy side of the picture. In hiring a manufacturers' agent, there is another side to be considered. And while this latter does not include things to be *avoided* in hiring an agent, it does include things about this specialized field that it is well to *understand*. For a misunderstanding of the agent's function and of his attitude toward his business and toward himself, may lead to failure of the entire venture—for both parties to the contract.

### He's independent

The manufacturers' agent is an entrepreneur. He is a pretty independent individual, a business man in his own right who has risked several years' income on being in business for himself. He fits no special pattern and follows no set rules but operates in a manner peculiar to himself.

He is a man who had enough confidence and initiative to step out for himself and has worked hard to know his market and develop his contacts. He has been disillusioned by principals who, after he spent months of time setting up their line, sought to take the business from him or reneged on commissions. He knows he has to make up his losses, provide for poor business periods and lay aside some for retirement. He's willing to work hard to make a success of his business.

You will not be able to control him as you would your own employed salesman. You will not be able to route his work week or regulate his sales activities. You might not get the attention to very minor accounts that you could with a salesman. The agent knows his territory, where the business is and how to get it and is not likely to bother with lesser activities, but will concentrate on the more promising or substantial accounts.

Direct contact with buyers is lessened and you will risk a certain amount of stability. Should you and the agent part company, you may find

that he can shift a substantial volume of the business to another principal.

### Dropping him can backfire

Naturally, the good agent is interested in a permanent relationship, and it is well to declare your honest intentions in this regard. In the industrial field it takes many months, even years, to establish a line and build up customers and during this time there is much work and little profit for the agent. Yet too often manufacturers see nothing wrong with dropping an agent on 90 days' notice when it seems advantageous to do so.

Such practices can backfire, as with a Pittsburgh manufacturer who twice set up agents in Chicago when he needed business and twice dropped them when he had a seller's market which he could handle readily from home base. Now he's looking for an agent again. But this time the good agent will be harder to find and the customers he had through the former agents will be harder to reach. And his new agent will soon learn what has gone before, and prepare himself accordingly.

To reduce the chances of having this happen, or having a manufacturer switch to his own salesman, agents are sometimes known to hold sales down to levels which do not make such changes attractive.

Why begrudge the man a good income when the sales come in? You pay him nothing when there are no sales. He has to make up the time and money invested when he was building up the line. He must also lay aside, after taxes, for a rainy day and provide for his own retirement, matters in which you are free from involvement. He is a star performer and you must expect to pay him in proportion to the results he produces.

### Where do you find him?

If, after due consideration, you decide you will do well to take on a good agent, how do you go about finding him?

There are a number of avenues available. Advertising in newspapers covering the area in which you are interested or in trade papers, particularly the selling or marketing publications, will bring good responses. As in any advertising, it is desirable to describe the line completely and the offer exactly. Give your name, instead of using a blind ad box number. It will bring freer responses.

Purchasing agents of companies of the type with which you would like to do business might very well help you out. They are in a good position to judge the men who call on them. A recommendation from a high caliber

purchasing agent is usually a good one and, if you have suitably impressed the purchasing agent, he might well be able to name a manufacturer's agent, of the type you require. Also, it may pay to contact local chambers of commerce who can sometimes put you in touch with suitable agents in their localities. (*Ed note—See ad on page 28 for another source*)

### How do you judge him?

When you start making your contacts, what will you look for in a manufacturers agent? This is a big question. As has been mentioned, he is an individual who fits no special pattern and follows no set rules. Some act singly, some operate as partners and some have staffs. Some have been in business a long time and offer the advantages of being well established. Others are relatively new but by no means to be ignored. Some handle many lines, others very few. Nor is the relationship between lines a criterion. One is doing very well and is quite happy with a heavy machine tool line and a consumer product for new homes, not in any way related.

By and large, the better agent does not lack for attractive line offers and is pretty choosy about whom he takes on. He will be found to be financially sound and have a good credit standing in his community. He will be highly regarded by the manufacturers he presently represents and have a sound background in his field. He will have high standards of business ethics and moral conduct and will follow sound sales policies. In turn, he will expect similar qualifications in the people he represents.

If the best results are to be obtained, the agent-principal relationship should be one of mutual confidence, cooperation and integrity. There should be a complete understanding and recognition of the aims and objectives of the other. Each must be able to trust the other implicitly.

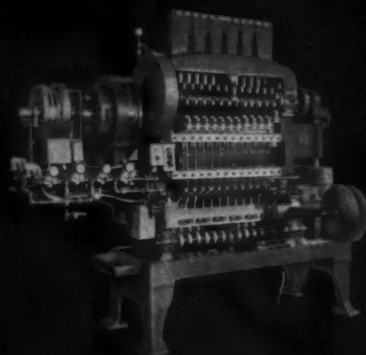
### Treat him right

The agent should be supplied with adequate sales tools. He should have promotional aids and engineering and sales assistance when necessary. He should have the opportunity to gain an intimate knowledge of the company's products, manufacturing processes, policies and marketing program.

A complete understanding should exist between the principal and agent in the matter of commissions, commission payments, territory, exceptions, policies and other matters. Such an understanding is preferably put in writing, not for legal reasons but simply for clarity. Many an agent will say, from experience, that such a contract is not worth the paper on which it is

(Continued on page 29)

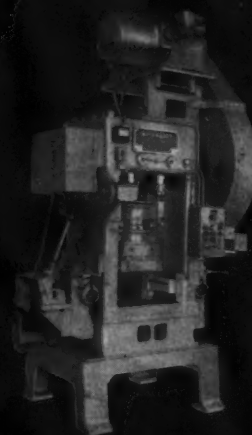
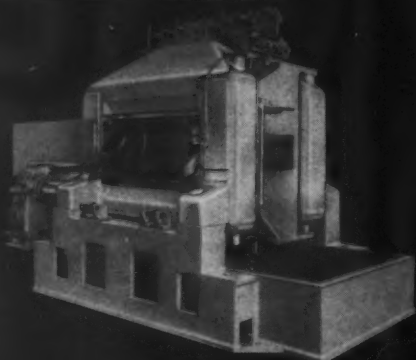
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WF-1

# News Forum

**This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.**

◆ SEERY C. GORDON has been elected vice president of The Capewell Manufacturing Company, Hartford, according to a recent announcement by Staunton Williams, president of the company. Mr. Gordon, formerly of special product sales, will become a general executive officer of the company in addition to his other duties.

◆ THE ENSIGN-BICKFORD COMPANY, Simsbury, was host recently to an Industrial Management Study Team from Colombia, South America, who visited the company to discuss "Financial and Cost Control."

The group, accompanied by a project escort from the Council for International Progress in Management—James L. Rawlinson and two interpreters—spent much of the day in conference with Executive Vice President John E. Ellsworth, Controller George R. Stubblebine, General Accounting Supervisor George P. Cook and Cost and Budget Supervisor Waldron J. Finnegan.

In recent years other teams from Belgium, West Germany, Spain, Italy, Denmark and France have visited the Simsbury firm under the auspices of the International Cooperation Administration.

◆ TRIBUTE for long service was paid recently to 42 veteran employees of The Baird Machine Co., Stratford,

including four men who have been with the company 50 years or more.

The long-service employees were honored by President L. A. Warner, who has just celebrated his 40th anniversary with Baird, and D. A. Blaisdell, executive vice president. Lapel pins with years of service marked on them were distributed.

◆ DICTAPHONE CORPORATION, Bridgeport, has broadened the scope of its DIRS system for interview recording by the development of a new, easily portable electronic recorder that gives the interviewer complete mobility since it can operate on any one of four sources of power, including a built-in rechargeable battery. Announcement of the new development came from Lloyd M. Powell, Dictaphone president.

DIRS (Dictaphone Interview Recording System) is widely used by claims investigators for insurance companies, public transportation systems and others, to record verbatim interviews with policyholders, claimants and witnesses.

◆ THE DEVELOPMENT of a new, numerically controlled gaging machine designed to check components of practically any shape at any desired number of coordinate points of their inner or outer surfaces, has been announced by

Pratt & Whitney Company, Inc., West Hartford.

Known as the "Data-Limit" 6 Coordinate Measuring Machine, the instrument has two gaging arms, with each arm capable of movement in the S, Z and Theta coordinates—horizontal and vertical movement plus rotary motion around the X and Z coordinates. The manufacturer states that operation is fully automatic.

Input data carried on an easily prepared perforated tape is used to move the gaging arm and head to a reference point on the workpiece, and then to position the gage head at a desired series of points in space.

◆ A WIDE RANGE of flexible thermocouple harnesses, from the very large to the very small, are now available from Harco Laboratories, Inc., New Haven.

Furnished in various types of materials and incorporating many outstanding design features, the new harness is said to be capable of operation under maximum temperatures of 800, 1200 or 1600 degrees Fahrenheit. Unaffected by a wide vibration range, facilities for mounting are provided by means of high-temperature clips which greatly simplify harness orientation and installation.

◆ A NEW twelve-page bulletin, C311, describing a new improved impulse-sequence time-cycle controller and its applications has been released by The Bristol Company, Waterbury.

The new controller, Model C1C500, can have as many as ten pilots for controlling the timing of as many variables. It is offered with pneumatic pilots, electric pilots, or a combination.

◆ G.A.FIRESTONE, former general

## ANDERSON-NICHOLS *Company*

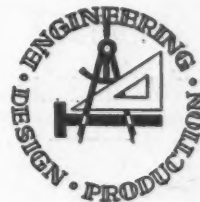
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Hundreds of nose cones for the Nike-Hercules missile await inspection by means of an ultrasonic resonance gage, the Vidigage, manufactured by Branson Instruments, Inc., Stamford. Shaped on hydroforming and hydrospinning machinery at the Lycoming Division of Avco Corporation, Stratford, the nose cones must be inspected for extreme accuracy of contour and size.

manager of the Acme Tank and Welding Division of The United Tool & Die Co., West Hartford, has announced the opening of offices at 968 Farmington Avenue, West Hartford, under the name of G. A. Firestone Company. The company will eventually operate several divisions as follows: The Metals & Allied Trade Sales Company, which will represent manufacturers of metal fabrications, pressure vessels, tanks, screw machine and electronic products under the direction of a specialist in these fields, beginning around December 1.

The Industrial & Business Management group which will be a unique management brain power pool, details of which are not yet complete; and The Firestone Realty Service, which will be under the direction of Juanita I. Firestone, who has had considerable experience in realty construction and development. Mr. Firestone, whose background includes over thirty years of experience in the industrial management consulting field, plans to serve as consultant for a few industrial clients.

♦ **THE APPOINTMENT** of Carlton D. Dougherty to the position of director of industrial engineering of Yale & Towne's Lock and Hardware Division has been announced by W. W. Groves, general manager of manufacturing.

In his new post Mr. Dougherty will direct and coordinate industrial engi-



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neering activities at lock and hardware plants located in Stamford, Connecticut; Salem, Virginia; Gallatin and Kenoir City, Tennessee; and Monroe, North Carolina.

♦ **THE FAFNIR BEARING COMPANY**, New Britain, recently announced six major appointments in the Product Engineering and Metallurgical Divisions.

Horace B. Van Dorn was appointed director of engineering, a new post; Howell L. Potter was named assistant director of engineering; Francis G. Patterson, chief product engineer; A. Burton Jones, Jr., chief research engineer.

Henry Hubbell succeeds Mr. Van Dorn as technical development manager, and Philip K. Pearson, Jr. succeeds Mr. Hubbell as chief plant metallurgist.

♦ A \$40,000 GRANT has been made to the Bridgeport Hospital in memory of Walter B. Lasher, founder of the American Chain & Cable Company, Inc., Bridgeport, who died in 1955.

The gift, which was made available to the hospital by The William T. Morris Foundation, is to be used for a new Cardiac Catheterization Laboratory and to furnish it with suitable x-ray equipment and other medical apparatus.

The Foundation was established by the late William T. Morris, who was president of American Chain & Cable Company, Inc. at the time of his death in 1946.

♦ **AN ESTIMATED \$68,000,000** will be spent by United Aircraft Corporation for expansion and modernization of production and experimental facilities during 1959 and 1960, it has been announced by William P. Gwinn, president.

The expansion and modernization program, which is already under way, calls for the expenditure of \$39,000,000 for research and development facilities and \$29,000,000 for production facilities. All four operating divisions, Pratt & Whitney, Hamilton Standard, Sikorsky Aircraft and Norden, are included in the program, as well as United Aircraft's Research Department in East Hartford and United Research Corporation of Menlo Park, California.

♦ **THE SIX VITAL POINTS** in an automatic sprinkler system that bear regular watching have been outlined in a report by Pinkerton's National Detective Agency, Inc. to its own force of uniformed security guards.

The report listed shut-off valves, air pressure, steam pressure, power supply, water level and water temperature. Also mentioned, although not a part of

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The Torrington Manufacturing Company of Torrington, Connecticut produces fine products in four major areas: air impellers, blower units, wire and strip forming machinery, and mill machinery.

the sprinkler system itself, is any obstruction, such as merchandise piled high under sprinkler heads, that can seriously impair the system's ability to douse a fire.

The national agency operates more than two thousand plant protection and security installations for business and industry.

♦ **EMPLOYMENT** at the Moosup plant of the Kaman Aircraft Corporation has reached 700, it has been announced by W. H. Heffernan, local plant manager. More than 90 per cent of these employees live within a twenty mile radius of the plant.

The helicopter company's Moosup employment is said to represent one quarter of the total number employed by the ten largest companies in the area put together. The current annual payroll for these employees is at the rate of approximately \$2,800,000.

♦ **THREE NEW DIAMETERS** of 37% deflection medium high-pressure chrome-vanadium steel die springs are now available from The Producto Machine Company, Bridgeport.

With the addition of 3.8", 1/2" and 3/8" diameters in lengths one-inch to four inches, with ends closed and ground square, Producto is said to be the first to offer eight diameters of chrome-vanadium die springs in the three standard deflection ranges used by the metal stamping industry.

♦ **AVCO CORPORATION'S** Lymcoming Division, Stratford, has announced receipt of contracts amounting to approximately \$6,000,000 from Aerojet-General Corporation, Sacramento, California, for the production of missile rocket chambers.

The contract covers production of both second and third stage chambers for the Air Force's "second generation" Minuteman intercontinental ballistic missile as well as chambers for the Navy's Polaris intermediate range ballistic missile.

♦ **THE PUBLICATION** of a new booklet that discusses the various problems a manufacturer may encounter as

the result of America's recent change-over to the International Inch has been announced by Pratt & Whitney Company, Inc., West Hartford.

Entitled "The New International Inch . . . and How It Will Affect Your Operations," the booklet explains that a majority of plants will not be affected to any significant degree by the adoption of the new inch, but warns that each manufacturer should make a careful evaluation of his own machining and measuring operations before deciding whether or not the 2-millionths-per-inch difference between the old and the new measurements should be taken into account.

To simplify the job of making this necessary evaluation, Pratt & Whitney states that the booklet provides a questions-and-answers section designed to cover the more immediate points that will concern most manufacturers. Also included are: A chart that can be used to determine whether or not the difference between the old and new inches will be significant for a particular job of specific dimensions and tolerances, and a chart by which measurements made in U. S. inches can be converted to International inches.

Copies of the booklet and pocket-size reproductions of the charts can be obtained from the company.

♦ **TWO NEW APPOINTMENTS** have been announced by Burndy Corporation, Norwalk. Fred Heller has been promoted to assistant general manager of the Omaton division of the corporation and added to the company's management committee, and Lawrence M. Lyons has been named production manager of the Utility-Industrial division.

Mr. Heller, a graduate of Rensselaer Polytechnic Institute, has been with the company since 1948. Mr. Lyons joined Burndy in 1940.

♦ **J. PHILIP SMITH**, general manager of the Chemical Sales Division of Chas. Pfizer & Co., Inc., Groton, since 1955, has been elected a vice president, and will head Pfizer Laboratories, one of the company's two ethical phar-

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maceutical marketing divisions.

Paul E. Weber has been named to succeed Mr. Smith. Dr. Ward J. Haas was named director of operations of the Pfizer Laboratories Division, and George C. Mayoue was made sales manager. Malcolm K. Nielsen has been appointed sales manager of the Chemical Sales Division.

♦ A COLD, chlorinated liquid stripper for epoxy enamels which can be diluted with up to 20 parts by volume of water has been developed by Enthone, Inc., of New Haven, subsidiary of American Smelting and Refining Company.

Described by Enthone as a major breakthrough in the stripping of baked synthetic enamels, the new dilutable product, called Stripper S-26, performs all of the functions of presently employed expensive cold chlorinated strippers which must be used full strength. Stripper S-26 is acidic in nature and non-flammable.

♦ ACQUISITION of the bulk of the assets and business of William W. Fitzhugh, Inc., of New York City, by the New Haven Board & Carton Co., New Haven, has been announced.

The New Haven firm's operations will now include a folding carton and label plant located in Brooklyn, New York and a corrugated box plant in West Hempstead, Long Island, both formerly operated by the Fitzhugh Co.

♦ AEROTEC INDUSTRIES, INC. has announced the merger of the Prat-Daniel Corporation, South Norwalk, the Aerotec Corporation and the Thermix Corporation of Greenwich and the Aerotherm Corporation of Bantam.

Aerotec Industries, Inc. will continue to market all the products of the merged corporations. Aircraft equipment production will be centered in Greenwich and aircraft seat production will be centered at the Aerotherm Division in Bantam. The Industrial Division that designs and manufactures dust collectors, electrical precipitators, curtain dampers, blowers, fans, gas scrubbers and other heavy industrial products will continue operations at both the Greenwich facilities and the Prat-Daniel plant in South Norwalk.

♦ FRANK L. MURPHY has been named public relations manager of United Aircraft's Pratt & Whitney Aircraft division. He succeeds John F. Smith, who earlier had been named assistant to William P. Gwinn, United's president.

Mr. Murphy has served United Aircraft in recent years as assistant director of public relations. He was aviation editor of the Hartford Times for five years before joining United in 1956.

♦ THE RISDON MANUFACTURING COMPANY, Naugatuck, has



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For throughout the Plasticrete line, quality materials are backed up by a generation's know-how in engineering and production, under constant laboratory scrutiny. Plasticrete deliveries, too, are swift and sure; even the furthest corners of Connecticut are barely 30 miles from one or more of our manufacturing plants.

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building bloc	reinforced lintels	Ramblestone & Roman Roughs
Spectra-Glaze bloc	brick—clay* & concrete	Hi-lite & Shadowal bloc
Dox floor & roof plank	chimney bloc & caps	Grille bloc
channel plank	manhole & catchbasin bloc	Dur-O-wal reinforcing

\* made by the STILES CORPORATION, Plasticrete's clay products subsidiary



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SINCE 1923



Offices in  
HARTFORD  
WATERBURY  
STAMFORD

named two managing directors to head divisions of the company, and at the same time promoted two other executives to new positions.

Lawrence F. Heileman, manager of the company's Danbury plants for the past three years has been appointed managing director of Cosmetic and Aerosol Divisions, with responsibility for sales and manufacturing activities.

Edward Noyack, factory manager of the Naugatuck plant, has been named managing director of the Naugatuck and Waterbury plants, responsible for their manufacturing and engineering operations.

Donald S. Tuttle, Jr., sales manager of the Aerosol Division, has been made sales manager of the Cosmetic Division as well.

Raymond W. Wolff, who for 11 years has served in several Risdon divisions, was named product development manager of the Cosmetic and Aerosol Divisions.

♦ **MERGER** of Technicraft Laboratories, Inc., Thomaston, with Electronics Specialty Co., Los Angeles, California, has been announced. The Thomaston firm becomes a division of the California company, but operations will continue in Thomaston.

The two firms will pool resources for manufacture of radar systems, missile components, and parts for the aircraft industry.

♦ **JAMES E. LOCKWOOD** has been appointed vice president in charge of market research, product research and development, the diversification program at Greist Manufacturing Company, New Haven.

Prior to joining Greist, Mr. Lockwood was vice president, treasurer and secretary of Safety Industries, Inc. of Hamden. He has also held the position of treasurer and comptroller of the Mattatuck Manufacturing Company, Waterbury.

♦ **WILLIAM K. SESSIONS, JR.** and Judge Frederick W. Beach are incorporators and principal officers of a new decorator clock company known as The New England Clock Company. Mr. Sessions is president and treasurer and Judge Beach is secretary.

Mr. Sessions recently resigned from full time duties with Sessions Clock Company of Forestville to organize the new company. He will continue to serve on the Sessions board of directors.

Manufacturing and assembly operations will be in Bristol under a contract arrangement with the New England Appliance Service Company. The offices of the company will be located in "Old Farmington Village" in Farmington, which has become known as an authentic reproduction of an old Colonial shopping area.

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♦ **THE CHEMICAL** research section of the Olin Mathieson Chemical Corporation, New Haven, will be doubled next year with more than 80 employees scheduled to be transferred from the Niagara Falls, New York, operations, it was announced recently.

The move is being made to consolidate more chemical research at the New Haven facility.

♦ **RICHARD FOWLER** has been appointed purchasing agent of the Ground Support Equipment Department of Hamilton Standard, division of United Aircraft Corporation, it has been announced by Edwin D. Eaton, ground support equipment manager.

Mr. Fowler was formerly assistant purchasing agent for the Underwood Corporation.

♦ **FASTENINGS** to concrete or steel can be made at the rate of one a minute by use of a blank cartridge-actuated stud driver made by Remington Arms Company, Inc., Bridgeport. Remington, a firearms manufacturer, offers its time-saving Mighty-Mite stud driver for sale or rental through hardware and builders' supply outlets.

Eliminating the star drill, cement nails, lead anchors and all such time-consuming old-fashioned devices, the Mighty-Mite is said to effect tremendous savings for the small contractor. Only a light hammer tap is required to drive a stud; a blank cartridge furnishes the driving power.

♦ **PITNEY-BOWES, INC.**, Stamford, has appointed John H. Miller, employment manager as manager of training and testing, in charge of an expanded personnel development program. Walter J. Hatcher who recently joined the company was made employment manager. The appointments were announced by Joseph J. Morrow, vice president for personnel relations of the postage meter and business machines firm.

Mr. Miller, as manager of testing and training, will devote his full time to the expanded employee development program. He joined Pitney-Bowes' personnel department in 1941. Mr. Hatcher was previously personnel manager of Data-Control Systems, Inc., Danbury, and before that was director of industrial and public relations for Doman Helicopters, Inc., also of Danbury.

♦ **THE NATIONAL SAFETY COUNCIL'S** Award of Merit has been awarded to The General Electric Company, Bridgeport, for its outstanding company-wide safety record over the past year.

The award was presented to President Robert Paxton by Howard Pyle, president of the Council. Mr. Pyle

pointed out that since the award was made on the basis of comparison with similar companies who are members of the National Safety Council—generally the most advanced companies in the nation with respect to safety—the achievement is all the more significant.

♦ **A SPECIAL PROCESSING** of 70/30 cupro-nickel tube, used by Chase Brass & Copper Co., Waterbury, is said to make this tube highly suitable for modern high-temperature feed water heaters and other heat exchanger applications. This processing provides a precise balance between the necessary strength and the necessary ductility to allow fabrication of the tube into U-bends.

Designated simply as "high strength 70/30 cupro-nickel tube", this Chase product will be specially useful in power generating stations and heating plants where high pressures and

temperatures require both high strength during use, and ductility for installation.

♦ **ROCKBESTOS PRODUCTS CORPORATION**, New Haven, a fabricating subsidiary of Cerro de Pasco Corporation, New York, has been liquidated and its assets conveyed to Cerro de Pasco. The Rockbestos business will be conducted as the Rockbestos Wire & Cable Co. Division of Cerro de Pasco Corporation.

Robert P. Koenig, Cerro de Pasco president, stated that the changed status and identity of the Rockbestos company is part of a corporate simplification plan intended to bring about various operating economies.

Albert S. Redway, Rockbestos president, said that he welcomed the change in identity of the Rockbestos business as "a more accurate description of our principal activity as a leading manu-

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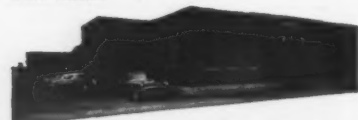
1324 KINGS HIGHWAY, FAIRFIELD, CONN.

BRLSB

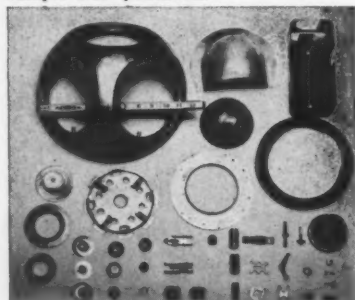
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A gift of \$25,000 to the University of Hartford from Connecticut Light & Power Company is presented by its president, Sherman R. Knapp, (right) to Austin D. Barney, chairman of University building and development committees, and board chairman of the Hartford Electric Light Company. Chart indicates growth of University student enrollment from 4,907 in 1952 to 10,783 in 1959.

facturer of specialized copper wire and cable."

Rockbestos is a pioneer manufacturer of custom-made products in the wire and cable industry, widely recognized for its development and fabrication of heat and flame-proof insulation, aircraft and rocket circuitry wire, mining cable, control cable, switchboard wire and special cable for varied applications in the steel industry.

In addition to Mr. Redway, who continues as president and chief executive officer of the new Rockbestos division, other former officers of the subsidiary will continue as officers of the division.

◆ THE U. S. AIR FORCE has awarded two contracts to United Aircraft's Missiles & Space Systems division, Wright A. Parkins, general manager, has announced.

Mr. Parkins said one contract relates to a missile program and the second to a space program. They mark the first contracts that the division has received since it was formed and began its original studies a year ago.

◆ CALVIN T. HUGHES, a nationally-known figure in the utility industry, has retired as vice president and consulting engineer of The Connecticut Light and Power Company after a distinguished career of more than 40 years.

A native of Wickliffe, Kentucky, Mr. Hughes was graduated from the University of Oklahoma and, following service in the Army during World War I, joined CL&P in 1918.

He held successively the positions of cadet engineer, assistant engineer, design and general engineer and was appointed general superintendent in



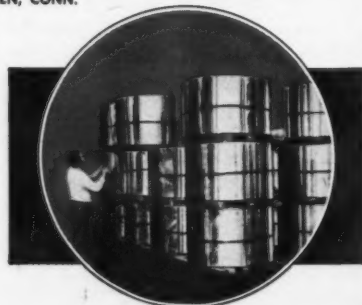
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1939. In 1949 he was elected vice president and, in 1954, became vice president and consulting engineer.

A Fellow of the American Institute of Electrical Engineers, Mr. Hughes is a past chairman of the Connecticut section of the Institute, which he was instrumental in forming. He is also a member of the AIEE national transfers committee. He was a past president of the Edison Electric Institute electric system and equipment committee and a member of the planning committee of the Electric Council of New England.

♦ THE ELECTION of I. Albert Lipman as chairman of the board of the Ellmore Silver Company, Meriden, has been announced. He will be succeeded in the presidency by his son, Bruin T. Lipman. Morton Greenblatt has been named executive vice president and secretary.

Other officers elected at the recent board meeting were: Charles G. Baldwin, first vice president; Frederick M. Baldwin, vice president and treasurer; Seymour D. Pelz, vice president in charge of sales; and Arnold Doolittle, vice president in charge of production.

♦ WATERBURY COMPANIES, INC., Waterbury, has announced that its eyelet business has been sold to the Wolcott Tool and Mfg. Co., Inc., Wolcott.

The sale will not affect the Waterbury Companies' present contract business in metal stampings, according to the announcement, nor its custom molding business in plastics.

♦ JOHN H. ANDREWS has been promoted to the new position of production manager at the American Thermos Products Company, Norwich. Mr. Andrews will continue to serve as staff assistant to the vice president of manufacturing.

In his new position he will supervise the assembly department, production planning and the metal and specialty manufacturing divisions.

♦ ANDREW C. E. PEASCO, mid-west sales representative of The Risdon Manufacturing Company, Naugatuck, since 1947, has been appointed industrial sales manager, it has been announced by Lewis A. Dibble, president.

Mr. Peasco will coordinate sales of Risdon products—Metal components, wire goods and chain—to industrial customers.

♦ A MINIATURE radar-like device that detects and measures movements has been developed by the Military Products division of the Singer Manufacturing Company, Bridgeport.

Identified as Standing Wave Area

# no chemicals to mix



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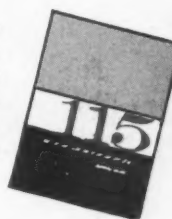
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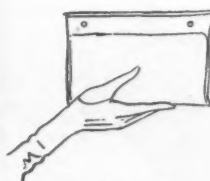
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Harold E. Nagle (right) manager of the Stamford plant of The Yale & Towne Manufacturing Company, is shown receiving the company's 40 year service award from W. Wilfred Groves, general manager of manufacturing of the Yale Lock and Hardware Division, in a ceremony honoring Mr. Nagle.

Motion Indicator, (SWAMI), the device has interested the armed forces and government officials for such ap-

plications as perimeter protection, battlefield surveillance, range safety applications and traffic control. Protec-

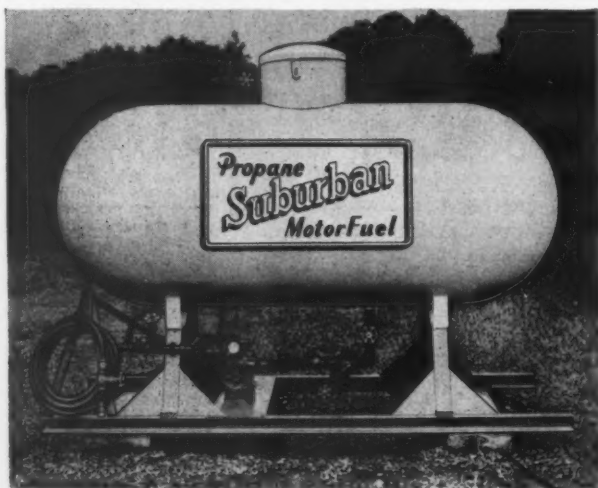
tion of bank vaults, police detection of speeding in civilian traffic and prison security are suggested civilian uses.

The SWAMI sensor is a sealed vacuum tube envelope containing an ultra high frequency radio oscillator pulsed at a low frequency repetition rate. Any motion in or intrusion into the area under surveillance induces a change in the low frequency repetition rate which is detected by an FM detector. The detector transmits this intelligence to the monitor in a central control station in the form of voltage fluctuation, touching off the alarm.

♦ A SHEET MATERIAL, developed in collaboration with DuPont, which has proved successful in applications that require resistance to both high temperature and corrosive chemicals, has been announced by Rogers Corp., Rogers.

The new material is a combination of asbestos fibers and Du Pont's new wonder rubber Viton A. It is expected that it will be of particular interest to companies handling and processing the fuels, lubricants and hydraulic liquids used in missiles as a material for gaskets and seals.

♦ ROYAL MCBEE CORPORATION has named Edward G. Emmertal and Herman Schultz to key posi-



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tions in the company's Research and Development Center in Elmwood.

Mr. Emmerthal was named business administration manager and Mr. Schultz was appointed manager of the Engineering Test Laboratory.

Mr. Emmerthal joined Royal McBee as personnel coordinator in 1957 and later was named personnel manager. Mr. Schultz also joined the company in 1957 as Experimental Laboratory manager.

♦ **THE SALE** of the Bristol Machine Tool Company, Forestville, to interests controlled by P. B. Elbaum and B. W. Sheflin, has been announced by the company's founders, Leslie Julian and George G. Lynch.

The firm has been in operation since its founding in 1940. An average of 120 skilled persons are employed in special design and fabrication.

♦ **THE GRIMES ENGINEERING CORP.**, Cheshire, has announced the appointment of LeCount Tool Works, Inc., of West Hartford, as national distributor for the Grimes Hand Tapper. LeCount will distribute the Hand Tapper through its representatives throughout the United States and Canada, selling direct to industry.

The Grimes Hand Tapper is a simplified and inexpensive hand tapping device for producing precision threads in a size range of from No. 0 to 1/2". It was designed as a machine tool accessory to be used with drill presses, lathes, jig borers and vertical millers, and eliminates the need for individual hand tapping machines and devices.

♦ **ESTABLISHMENT** of Associated Gaskets, Inc. in its new plant on Riparian St., Bridgeport, has been announced by Victor J. Castaldo, president. The company manufactures rubber parts for aviation, missiles, electronics and other industries.

Founded by Mr. Castaldo in 1949, Associated Gaskets has grown from a one employee plant making two or three types of parts to an organization of 75 employees engaged in the production of a full line of synthetic, silicone, sponge and natural rubber products.

In 1958 Associated Gaskets purchased the Canfield Rubber Company in Bridgeport. The company now has more than 15,000 molds for "O" rings, stems, snap-ons, bumpers, grommets, boots, bushings, etc. An enlarged engineering staff has assisted in the development of many special components required in missiles, aircraft and electronics manufacture.

♦ **ACCORDING** to *CPEC Taxpayers News*, a publication of the Connecticut Public Expenditure Council, Connecticut is a leader among 48 continental states in providing State aid for school building programs.

Computations by CPEC, based on data recently published by the U. S. Department of Health, Education and Welfare, show that Connecticut State government in recent years has either paid or committed itself to pay 22 per cent of the total outlay in the State for school facilities and interest on debt, while the average figure for the 48 states is only 8.1 per cent.

♦ **PRICE REDUCTIONS** on all their precision expanding mandrels have been announced by LeCount Tool Works, Inc., West Hartford.

The company states it is passing on

to industry the cost savings made possible by better tooling, greater volume and interchangeability of components, at the same time manufacturing the components to closer tolerances, thus insuring greater accuracy and "Certified" guaranteed precision at lower prices.

♦ **AN ACIDIC SOLUTION** for producing a brilliant finish on copper, copper plate or brass is fully described in Technical Data Sheet No. 92, a three-page usage and instruction sheet prepared by MacDermid Incorporated, Waterbury.

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Record date:  
Sept. 10, 1959  
Declared:  
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Vice-President  
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♦ ELMER E. BARTH has been elected treasurer of the Rockbestos Wire & Cable Company, Division of Cerro de Pasco Corporation, it has been announced by Albert S. Redway, president. Mr. Barth succeeds Leonard W. Smith, who has retired.

Mr. Barth has been associated with Rockbestos since 1956, when he joined the company as chief accountant. He was named assistant treasurer in 1957.

♦ THE BRIDGEPORT WIRE AND CABLE plant of General Electric Company, Bridgeport, has revealed that it has manufactured Versatol Geoprene and Flamenol power and control cables for use in the Dresden nuclear power station.

Now being built near Joliet, Illinois, the plant will be the nation's largest all-nuclear power plant when completed. It is scheduled for operation in 1960. The new plant is expected to produce nuclear power faster and at a lower cost than any other reactor system.

The cables are used inside the reactor enclosure and also enter the 190-foot reactor sphere which houses the reactor pumps, generators and heat exchangers. They were constructed to withstand the effects of radiation as well as to solve many other problems arising from operating conditions encountered in this new method of automatically producing electricity.

## Editorial

(Continued from page 5)

"I am not worried about the incursion of people over Alaska into this country from Alaska or any other direction," Mr. Manion told the Association's 138th Annual Meeting audience six years ago, but I am worried about the subversion of our constitutional principle and the destruction of this country in a great flood of complacency and apathy."

Even though a number of programs have been initiated by other companies and communities to stir business men and other citizens from a state of complacency and apathy into effective political action to recoup some of our freedoms, the McGraw-Edison program appears to have much to commend it. It is simple. It can be launched rapidly. It makes current and historical political and economic facts so necessary to wise action quickly available. Its constituents have given it a 93% vote of confidence.

If the long accepted axiom, "self preservation is a first law of human action" is still true today as in the past

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then the time for every company to act on the political front in some effective manner on behalf of its own future and that of the nation is long overdue. "No Constitution, no business, no future," will be the long-term epitaph of American business if it fails to make the effort to preserve the Constitution which alone guarantees the freedom to conduct private enterprise.

### Work Opportunities for Retired Executives

(Continued from page 13)

maximum of six months. In recent months there has been increasing use of our service to find persons to do full time work."

The volume of business, Mr. Fuller reports, has been increasing steadily, with the month of June, 1959, being the best month. In a recent survey of some 160 clients that have been served by the Walter D. Fuller Company, not a single dissatisfied customer was found. This is due, Mr. Fuller believes, to the company's rigid policy of refusing to recommend anyone to solve a given problem for a client until it feels certain that it has located an individual who can do the assigned task satisfactorily. Due to a rigid adherence to this policy the Walter D. Fuller Company finds it necessary to admit, on rare occasions, that it cannot recommend a man to do a given job.

The company's executive personnel consists of Walter D. Fuller, founder of the company, William S. Wilcox, who, previous to retirement, was one of the principal employee relations men for Socony Mobil and a group of women employees and specialists.

### How To Choose A Manufacturers Agent

(Continued from page 15)

written. Yet an explicit agreement might well avoid misunderstandings and friction which can develop later, even with both parties acting in good faith.

Give careful and conscientious consideration to these matters. You may be hungry right now for some immediate sales and brush over the temporary aspects of your situation. A manufacturers' agent may not honestly fit your picture.

On the other hand if, after you have carefully considered all the factors and it appears you should have an agent, go ahead and find a good one. Treat him right, as you have a right to be treated by him.

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# How Would You Decide?

By Fredrick H. Waterhouse  
Counsel

## ◆ WHOSE responsibility is the seniority list?

### *Here's what happened:*

The grievant worked about a year for the company when she was laid off for lack of work. Several months later she heard the company was hiring and applied for work. She was told no jobs were available. She continued to apply weekly and when consistently turned down she filed a complaint resulting in the grievance. Upon examination of the records it appeared she was inadvertently omitted from the seniority list, which was the reason she was not rehired when work again became available. The records incorrectly indicated she had "quit" and therefore was not on the seniority list as submitted to the union. The company claimed the union was equally at fault when it examined the seniority list and failed to call the error or omission to the attention of the company. The company argued it had a right to follow the seniority list as long as it was not challenged by the union, and since it acted in complete good faith it should not be required to make up any wages lost for failing to rehire the grievant sooner. It developed that grievant was not an employee when the seniority list was given to the company in 1957 and so her name did not appear on that list, and when the 1958 list appeared without her name the union had no way of noting the omission by comparing the lists.

Is the company excused from the consequences of an error in the seniority list if the union fails to notify it of a mistake?

The Arbitration Board ruled that the preparation of the seniority list was wholly within the jurisdiction and responsibility of the company. The sole right of the union is to challenge any claimed errors. The company violated the agreement by not reemploying the grievant according to seniority and is therefore liable for lost earnings.

What is the distinction between a "transfer" and a "promotion"?

### *Here's what happened:*

The company set up a sample department to expedite the production of sample items. A first class toolmaker was needed for the new department

and the company asked a number of toolmakers if they would like the transfer. Among those approached was the grievant, who declined the transfer. Six months later the company selected one of its toolmakers with less seniority than the grievant and made the transfer. The contract provided that promotions within the bargaining unit would be made on the basis of ability and, where ability was equal, seniority would prevail, but had no similar requirement regarding transfers. The grievant claimed the transaction was actually a promotion and therefore he was entitled to the job as he admittedly had the ability and also had seniority. He pointed out a number of features in the new job which he felt made it a promotion. The company contended the transaction was a transfer and not a promotion and therefore it was free to take the action it did regardless of seniority. To constitute a promotion, the company argued, there must be an

element of advancement or upgrading and no such elements were present here.

What features are necessary to constitute a "promotion"?

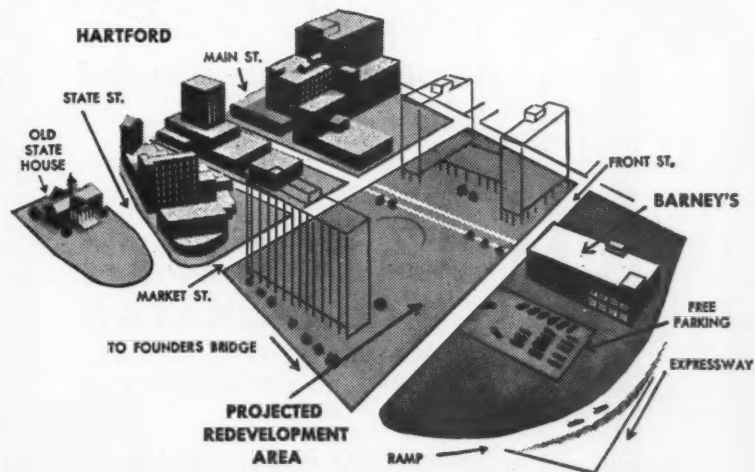
The Arbitrator ruled that since the word "promotion" was not defined in the agreement it must be given its usual meaning, and that involves the assignment to a more responsible position with a concomitant increase in wages, either actually or potentially. It does not ordinarily mean or include a lateral movement within a job classification. Although a job may be considered more desirable because of particular features it is not necessarily a promotion. Since the transfer in this instance did not constitute an improvement in status it was a transfer and not a promotion and therefore the seniority requirement found in the provision on promotions did not apply.

Does paid leave "because of the death and attendance at the funeral" include post-funeral mourning rites?

### *Here's what happened:*

The labor agreement provided for 3 days' leave with pay as above stated pertaining to certain members of the immediate family. The grievant was

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absent "because of the death" of members of his immediate family within the designated classes. He was absent from work for several days after the funeral but contended he was entitled to be paid for those days under the contract because they were considered a part of the funeral rites according to his religion.

**Are days of mourning subsequent to the funeral rites a part of the funeral?**

The Arbitrator rules that in common usage the word "funeral" means the rites attendant on the burial itself, and that "attendance" at a funeral is generally understood to be confined to participation in those rites. Consequently any different intention must affirmatively appear if it is to be controlling. As there was no evidence of any such contrary intent, the union's contention that the clause included post-burial mourning rites of a particular religious faith must be rejected.

### Waterbury's Industrial Museum

(Continued from page 11)

old lathe whose spindle originally rotated from foot power, a planer with an ornate headpiece found in an abandoned Woodbury factory, and a group of button-making machines of the 1840's. Waterbury has the distinction of having had the first button-covering machines which were invented in 1828 by the Waterbury industrialist, Daniel Hayden, and his son, Sterling.

Children are impressed with the replica of the first brass casting shop in Waterbury founded in 1802. A life-sized figure of a mill workman given by Scovill is in this exhibition. A model scale of the first clockshop in this area to produce clocks with wooden works is another featured exhibit.

The purpose of the museum, explains Curator Haddon, is to show why Waterbury has held a leading place in American industry for many generations. He asserts: "The collection we have here of old machines and machine tools illustrates the genius of our early manufacturers and inventors in developing new and improved methods of production."

Many labor-saving devices originated in Waterbury and the Naugatuck Valley. They included sewing machine, vulcanizing of rubber, process for electrolizing copper, long-wind watch, and a process for spinning brass. In this area A. B. Wilson worked on his sewing machine; Charles Goodyear began the modern rubber manufacturing industry; E. S. Hayden gave advances in copper processing; and H. W. Hayden developed the brass spinning system.

Haddon reminds: "An early writer on Waterbury's industries said that the city should have its own hall of fame, dedicated to those who have fashioned the wheels and rollers into which the shiny metal feeds from which it emerges as a finished product. He went on to say that there is the secret of Waterbury's greatness. Preeminence in the devising of brass-working machinery has kept her always to the front."

The Industrial Museum is the beginning of that recorded hall of fame, says Haddon.

Mrs. Martha Sweetser, Junior Museum director, delivers the talks on Waterbury's industrial history in the museum. She also gives talks to school children on the early history of Waterbury. During the 1958-59 school year, she talked to 3,656 children in 140 classes from 24 public schools. Mrs. Sweetser contends that while history can be taught from books in the classroom, the history comes alive and human when the children are in the museum studying and touching the machines and other items. There is an eloquence in the object for which words are a poor substitute, she says.

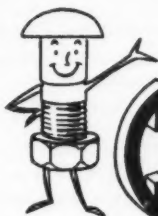
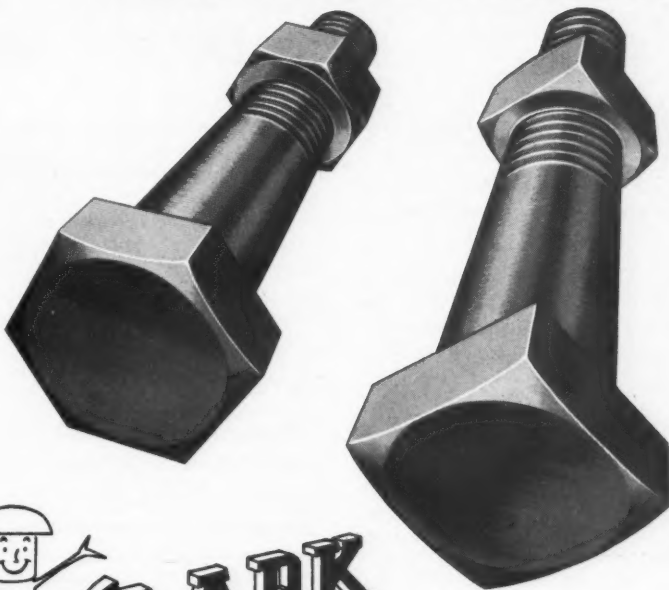
Inaugurated in 1950, the Junior Museum and Industrial Museum program consists of a three-cycle course conducted by Mrs. Sweetser. With fifth grade pupils she explains about the Indians who lived in Waterbury and their dealings with the early colonists. The second phase is for the seventh graders to whom she tells about the Colonial Period from the first settlement through the Revolutionary War.

The third phase for the eighth graders is devoted to the city's industrial growth from 1802 to the present. She tells about the first clock factories and the early mills for brass rolling and brings the history to the present time. She shows her audience many of the products being manufactured in the city factories, thus making the discussion a fascinating one.

Mrs. Sweetser reminds the pupils that Waterbury was once widely known as the city that produced the famous "dollar watch" and the equally famous Waterbury clocks. Some of these old time-pieces are displayed in a case alongside another case with contemporary watches and clocks being made in area plants. A sundial and wood parts of a 19th century clock are also exhibited, as well as several wall and hall clocks of Western Connecticut fame.

The museum is open to the public Tuesday through Saturday from 10 a.m. to 5 p.m. and Sunday from 2 to 5 p.m. The building is closed Monday. There is no admission charge.

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# Public Relations

By Charles E. Relche  
Public Relations Director

## SPELLING IT OUT

◆ THANKS to the U.S. Department of Labor, industrial management has at hand, if it chooses to use it, an outstanding collection of data which pins down in precise terms what industry has meant to this country during the past 50 years.

Here is a ready-made public relations weapon in the form of an official Labor Department report with the title "How American Buying Habits Change." At first glance the title might fool you . . . you might think, perhaps, that the booklet has to do simply with new tastes in clothes, say, or how people spend their vacations today as compared with 50 years ago.

Actually the report is a fulsome exposition of the scope of the improvement in American living standards and, even more, tells how and why we have been able to come so far in such a comparatively short spell. The "how" and "why" are largely due to the aggressiveness, imagination and resourcefulness of American industry and commerce, added to the fact that American men and women have, in their role of employees, been willing and eager to share the effort with management and capital.

The Labor Department's booklet says directly and unmistakably that productivity is the key to our ever-growing material benefits. "The individual American worker's output today in a 40-hour week is three times that of his grandfather in a 70-hour work span."

Hand in hand with this vast increase in productivity, the Labor Department lists factors underlying our amazing productivity: "the experimental bent of the American businessman in a free-enterprise economy; a mobile and adaptable work force; inventive genius in production methods and devices; the vast store of accessible raw materials, supplemented by synthetics."

All of these factors, and others, too, add up to some interesting reading. For example, the average income today will buy two-and-a-quarter times as much as it did in 1900. Further, for every hour that today's employee devotes to his job, he has nearly three-and-a-half hours free time of his own. Corollary to that is the fact that for every dollar the average family spent

on recreation in 1900 it now spends \$20.

But we can find a more basic comparison of living today as compared with that of a half century ago in the following data. In 1900, the Labor Department tells us, barely one in five of industrial workers owned their own home. Cooking was done on a wood or coal stove and the average household had no running water and no toilet. Light was furnished by kerosene lamp.

Today, says the report, more than three out of five industrial employees own their own homes, a home with electricity, running hot and cold water, at least one fully equipped bathroom, central heating, a vacuum cleaner, a washing machine, a telephone, a radio and a television set, a gas or electric cooking stove, a refrigerator, and completely furnished living rooms.

But, thanks largely to the constant progress of American industry and its continuing struggle to advance the cause of free enterprise, the improvements in American life have gone far beyond the basic ones of better housing and more leisure time. Thanks to the continuing imagination and ingenuity of industry, the daily chores of running a household have become less and less exhausting. Child care, too, has become increasingly more simplified. Thus, says the Labor Department,

"the homemaker shares with her husband a shorter workday and the whole family is able to enjoy a cleaner and more attractive dwelling."

Better food and better diet, too, are part of the whole picture. The average wintertime diet of a working family in 1900 was, by today's standards, a heavy, very heavy, and depressing menu. No thought was given to fresh fruit or to green vegetables. The emphasis was purely and simply on calories and carbohydrates, in the main, because people didn't know any better and couldn't have done much about it if they did.

Our families today eat much more in proteins, vitamins and minerals. They eat about 20 per cent more meat—approximately three pounds per week per person—and milk consumption has doubled since 1901 to about three quarts per week per person.

Further, we are told, there have been revolutionary changes in our dress; styles have changed radically along with improvements in the number, design and quality of our garments.

"Improvements in dress," says the report, "were accompanied by improvements in grooming which went far toward eliminating differences in appearance between industrial workers and other economic groups."

Two other very important factors are cited by the Labor Department in its roundup of better living: the almost revolutionary improvements in American health during the past 50 years and the impact of the automobile. There is, to be sure, no connection between these two but each in its own way is a vital key to our high standards of living. "Longer life expectancy and improved health have increased the earning power of the industrial em-

(Continued on page 41)

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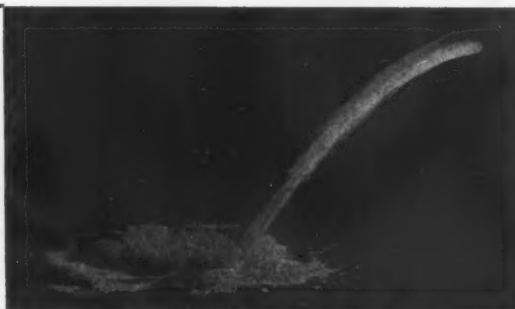
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# Business Tips

## Don't Throw Away That Questionnaire!

By WILLIAM N. KINNARD, JR.  
Head, Business Department, University of Connecticut

♦ FEW readers of this column have not had occasion to refer to published economic statistics in the course of the past month. Perhaps you are interested in the retail sales potential of certain cities in Connecticut. *Sales Management* publishes annual market data. The *Census of Business* of the U. S. Bureau of the Census provides historical information. The Connecticut Development Commission, through its Research staff, issues local retail sales data, as well as informative Community Monographs on Connecticut towns. Population growth figures are available by town from the Bureau of Vital Statistics of the Connecticut Health Department.

These and other agencies, both public and private, are constantly collecting, analyzing and distributing information about the American economy. Without accurate, current information of this sort, Connecticut's businessmen, as well as those throughout the United States, would find it even more difficult than it is already to estimate market conditions and to base manufacturing and sales decisions on those estimates.

### A Recent Development

While we tend to take the availability of this information for granted, it is worth remembering that not so very long ago much of it simply did not exist. A reliable Census of Business, for example, goes back only to 1930. The official National Income and Product figures for the United States date from 1929. Prior to that year, only private estimates may be used.

So these data that we tend to rely on are first of all fairly recent innovations in both the business and government sphere in the United States. Not only that, the figures and measures are undergoing constant redefinition and change. This means that the published totals must often be recalculated from the raw data or field sheets. Aside from being a lengthy and complex process, reworking the figures adds to the possibilities of error.

### Accurate and Complete Data Needed

All of this underscores the critical importance of good underlying data.

The individual items of information must be accurate, and few if any should be left out. It is only reasonable that in order to give the total number of people in a community, all of the people must be counted. If the housewife gives incorrect information when the Census enumerator calls, or if the enumerator misses any families because they are out of town or don't answer his knock, then the final figure will not be accurate. In turn, either some attempt must be made to adjust this figure or the usefulness of the figure will be limited to that extent. An insidious aspect of this limitation is that it is not always known to the user.

With difficulties of this sort encountered in simple enumerations, how much more suspect the figures are when the tabulations involve gathering

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more complex or detailed information. Business and economic data are usually of this latter kind. Averages in particular, can be thrown off substantially when inaccurate information is given or no replies at all provided. Most enumerators do not have the same influence or prestige of the U. S. Bureau of the Census, nor do they have the force of law behind their requests for information. When questionnaires are sent out or interviews sought, investigators from Universities are often rebuffed or just not answered.

This reduces the effectiveness, the reliability and the usefulness of the results. It also limits the extent to which businessmen themselves can put the results to worthwhile use.

#### Sampling Problems

A further complication is added when a survey or study is based on a sample. Most groups do not have the thousands or even millions of dollars at their disposal that would be necessary for a complete survey of all the businesses or businessmen that they want to study.

Therefore, a sample is selected on a scientific, mathematical basis in such a way that the results may be taken as representative of the entire group of firms being studied. Since each firm contacted may represent several units in the final tabulation, misstatements and omissions will be expanded in numerical importance to distort the final results. For this reason also, the firm approached for information is serving its own interests in the long run by providing a prompt and accurate reply.

In some instances, firms may be approached by different groups for what appears to be, and may in fact actually be, the same information. There are two important explanations of this occasional duplication of effort. The first is that investigators really do respect a confidence. When they say that they will not reveal the information about individual firms, they mean it. For example, in a recent survey of industrial moves in Connecticut, we at the School of Business Administration of the University of Connecticut frequently encountered the reaction that the information was probably already on file with the Connecticut Development Commission or the Connecticut Labor Department. The data may very well be in one or both these places, but these agencies, along with all others in the state, collect the data on a confidential basis and will not betray that confidence. In this way they may continue to call on local business for information in the reasonable expectation of full cooperation.

Secondly, the passage of time often changes conditions, or is presumed to do so. One way of measuring the influence of the passage of time is to check the sources of information periodically. In this manner, current and accurate data can be constantly available for the use of all businessmen in the area.

Finally, there is a temptation to out-guess the investigator in figuring what is being sought. Often, however, the information asked for is not quite aimed in the direction the respondent thinks it is. The investigator wants and needs the businessman's cooperation; but this means helping him with facts, not analysis.

So when your telephone rings, and a survey representative asks for an interview, or when a questionnaire arrives in the mail, resist that impulse to say "no" or to "file" the request. Make sure the request and the survey are legitimate, and then cooperate as best you can. The business that the final results help may very well be your own.



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# Accounting Hints

Contributed by

The Hartford Chapter National Association of Accountants

## Cost Accounting and Liaison with the Engineer

By JOSEPH FRESELLO

Royal McBee Corp.  
Hartford, Conn.

♦ **INDUSTRIAL** engineers today in their all-out struggle to reduce costs and increase product efficiency are creating quite a problem in accounting systems where standard costs are revised only on an annual basis. This is especially true in a company that manufactures a product which is composed of thousands of parts ultimately assembled into a single unit. Not only is the cost accountant faced with the problem of accounting for changes in manufacturing procedures, he also must account for all changes incorporated into assembly operations as well. Since it is the engineer who provides the accountant with the information as to how a part will be manufactured, where it will be made, and how long it will take, it becomes evident that the accountant is also dependent upon the engineer to inform him whenever a change is to be made. Before describing the paper work and liaison necessary between cost accounting and the engineer a brief description of how we set standard costs on our products will be helpful.

Our cost system is divided into the manufacturing of parts and the assembly of these parts into finished products. All raw materials are charged into inventory at standard cost with the variance shown at time of purchase. It is the responsibility of our Purchasing Director to set purchase

price standards for all direct materials and purchased parts. The type and amount of steel necessary to fabricate each part is computed by our process engineers. Labor is computed on the basis of machine hours and labor grades as submitted by our Time Study Engineers. Departmental overhead rates are computed on the basis of forecasted machine hours divided into departmental budgets for production departments after allocation of service and general factory departments. The budget used is flexible.

The Standard Cost Sheet is an exact duplicate of the Process Sheets used by our manufacturing departments to fabricate parts. This extremely important document is furnished us by our Process Engineering department for every part made or purchased. The Code number and weight requirements of the raw material needed to produce a thousand parts are shown at the top of each cost sheet. We use the code numbering system for all our Raw Materials because of the easy reference features. A simple extension of the weight requirement per 1000 pieces times the standard cost of Material per Cwt results in the standard cost per/C pieces which is posted to the cost card.

The Time Study Rate Card is another important document and is an exact duplicate of the card used by

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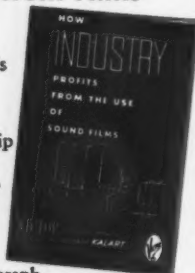
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payroll clerks to compute wages earned. This rate card is furnished by our Time Study Engineers. Extending the hours per hundred pieces times the rate for the labor grade will result in the standard cost per/C pieces for performing each operation.

Since our departmental overhead rates are determined per machine hour, arriving at the overhead is accomplished simply by multiplying the hours per/C pieces times the departmental overhead rate.

After the material cost is determined and labor and overhead computed for all operations shown on the Standard Cost Sheets, the card is totaled to determine the standard cost per 100 pieces. The foregoing procedure is followed in determining the manufacturing standard cost for each and every part at the beginning of each fiscal year. These costs, therefore, become the manufacturing standards for the new fiscal year and are never changed during the year.

At this point we have nothing more than the manufacturing standard costs of thousands of parts. Here again we must rely on our engineers to inform us as to what parts go into which models, how many are used and where they flow into the assembly lines.

Job description sheets of all assembly operations are forwarded to cost accounting by Time Study engineers. These job descriptions show all parts going into the various assembly stations and on what models these operations are performed. The hours per/C necessary to perform these jobs are also supplied along with the labor grades of the assemblers. In addition, a flow chart of assembly operations performed on the various models is furnished enabling us to segregate and accumulate parts costs and assembly labor and overhead by models.

Here again, once the standard cost of the finished products is set at the beginning of the fiscal year they are never changed until the following year.

Let us go back and re-examine the Standard Cost Sheet. Suppose that sometime after the standard costs have been established, a methods engineer has successfully studied the material composition of a part and has determined the feasibility of substituting a less expensive type of steel for that currently being used. If his proposal is accepted, it then becomes necessary for the process engineering department to issue a revised process sheet to all departments engaged in the manufacture of the part and at the same time issue a revised Standard Cost Card to Cost Accounting. Each cost card received is carefully compared to the original or standard card for changes. The comparison disclosed that

a change in material cost of the part has been achieved. A manufacturing variance record card is then initiated showing the cost of the material at standard versus the cost of the material being substituted. The net difference expressed in hundreds is then computed and posted to the proper variance column. The proper variance classification is then checked in the appropriate space provided at the bottom of the card. At the end of each month, all variance cards are summarized and reported by categories as indicated by the check marks made at the time of inception. This card is then filed in numerical order in a special variance card file. Our Production Control Department daily forwards records of production to Cost Accounting on all parts manufactured. This is nothing more than an accumulation of daily time tickets of production workers who were engaged in the manufacture of the part. From this Production Record the total parts produced are posted to the Manufacturing Variance Record and an extension of this production times the variance per/C pieces results in the total favorable variance for that particular order. All subsequent orders are handled in the same fashion.

Again let us assume that two months later another methods engineer, in his search to reduce costs, has discovered a way to eliminate an operation on a part. A further revised process sheet is drawn up and sent to the pertinent departments along with a Standard Cost Card showing the elimination of the operation. The comparison of the new Cost Card with the Standard Cost Card will show the material code difference and the elimination of the operation. At this time another Manufacturing Variance Card is prepared in the same manner as was done for the material change. The omitted operation is shown favorably and the subsequent production is posted and the variance summarized monthly. As you can see, Cost Accounting would never be aware of a change unless it is notified by Engineering through the revised process sheets.

The two changes discussed so far are of such a nature that revised process sheets are required. There are other manufacturing changes however that are not covered by changes in process sheets. Many times during the course of a year, changes are made to the hours per hundred or the labor grades as expressed on Time Study Labor Rate Cards to set standard costs. When a change does occur, Time Study Engineers forward a copy of the revised labor rate Card to Cost Accounting. The new labor cost is then computed along with the revised overhead if necessary. A change in labor grade only

does not effect the overhead since all burden is absorbed on a machine hour basis. A comparison of the new costs is made against the standard costs and another Manufacturing Variance Card is prepared on which will be posted all subsequent production.

## Public Relations

(Continued from page 35)

ploye and have given him assurance that normally he will live to raise and educate his children," the Labor Department tells us, adding that "this is not to say that all his health needs have been met, or that the unsolved problems are inconsequential."

As for the automobile, says the report, it has "aided wage earners and others . . . by giving them opportunities for travel, wide-ranging recreation and broadened . . . outlook."

Now the purpose of this particular essay is not especially to spell out the details of this highly interesting Labor Department report. It contains, as a matter of fact, conclusions which are, in this writer's mind, at least, debatable. Be that as it may, the *facts* in the report, standing unadorned by themselves, are impressive facts; they are fabulous, no less, and spell out in the most effective way possible the colossal significance of our nation's industrial economy. Thus management in Connecticut industry is urged, through its public relations staffers, to seek a practical way in which this report can be put to sound use.

Specifically, the facts in this report add up to a convincing argument against communism and other forms of socialism. These facts are, no less, one of the most potent arguments ever gathered together as proof of the strength and efficiency of free enterprise and democracy. As such, we should seek ways to present them in digest form to all of our publics: our employees, our customers, our shareholders, our community and to any other groups or individuals which have an interest in us.

There are many effective ways to do this: your letter to employees; your shareowner relations newsletter; your external house organ if you have one; newspaper and radio/TV advertising. Finally, if you are a small firm with just a few employees (typical of a substantial percentage of MAC membership), it might be wisest to get copies of the report from the Labor Department and give one to each of your personnel. Properly presented, the plain facts should make anyone who reads them realize what American industry has to offer and what it has done and is doing for the United States.



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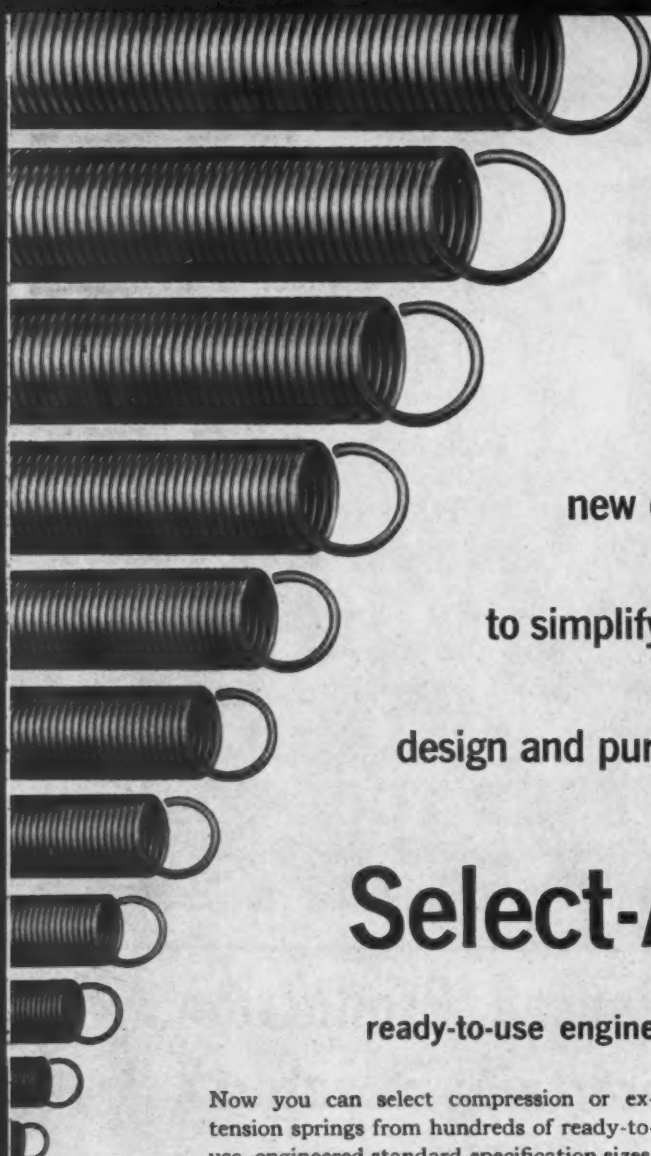
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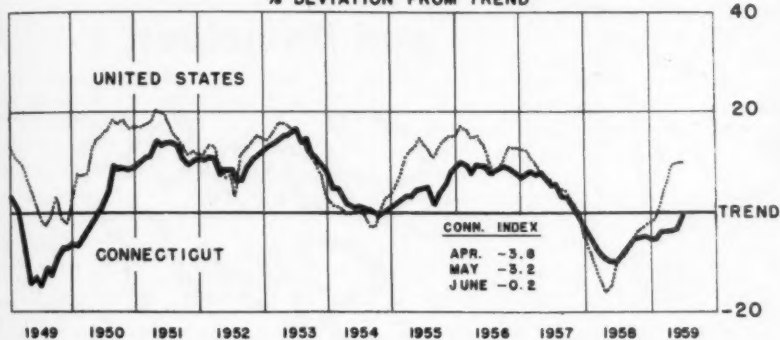


# Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

## Business Gains Nationally in June

INDUSTRIAL ACTIVITY—CONN. vs. UNITED STATES  
% DEVIATION FROM TREND



♦ THE Index of Industrial Activity in Connecticut advanced 3 percentage points in June to 0.2% below trend. This was the best monthly gain in the index since the recovery period began a year ago.

All components of the index improved, with electric power sales and average hours worked showing the most significant gains.

The fact that manufacturers were preparing for vacation shutdowns and faced with the possibility of a long steel strike spurred economic activity in June.

Construction employment rebounded from last month's low, but still remained considerably below a year ago.

The U.S. Index held level in June at an estimated 10% above trend. Thus, the second quarter of this year reflected a slowing of the industrial production advance which was so noticeable during the preceding eleven months.

### Earnings and Hours

Average weekly earnings for factory workers have continued to rise to new highs in each of the last three months in this State and in the Nation.

In Connecticut, June earnings reached \$93.38 a week, nearly \$9 above a year ago. Hourly wages advanced again going to \$2.25 and, coupled with the lengthened workweek of 41.5

(Continued on page 46)



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# Spotlight on the Future

Contributed by National Association of Purchasing Agents  
By Chester F. Ogden, Manager of Purchases  
The Detroit Edison Company

## General Business Conditions

♦ **PURCHASING** Executives, in their report this month, say business is "coasting." The primary concern in looking at the future seems to be the duration of the steel strike. If the strike is settled promptly, our members believe that industrial production will quickly resume its rise. If the strike is of long duration, it will adversely affect business for the balance of the year.

Production and new order figures are down from last month, largely as a result of the steel strike. Only 35% tell of increased production, as compared to 46% reporting increases in June and 60% in May. Currently, 55% state there is no change and 10% report decreases. New orders follow a similar pattern, with 36% showing an increase, 48% no change, and 16% reductions.

There has been relatively little movement of commodity prices, either up or down. Buyers continue to play it "close to the vest" and are avoiding any major inventory accumulation program, as well as avoiding extended forward purchase commitments. In general, they are buying only what they need to meet current production schedules.

Steel items dominate those that are in short supply, but no critical shortages are reported even here.

Except for strike situations, employment is slightly improved from last month.

This month we sought to determine what effect, if any, higher interest rates have had on proposed capital expenditure programs. Among our members, 80% say the increased cost of borrowing money has not affected their plans at all; 16% are deferring some plans, and 4% have temporarily stopped all expansion.

## Commodity Prices

Generally, commodity prices are holding steady. Most changes in the last 30 days, either up or down, have been relatively minor. There is strong feeling that the settlement in the steel industry will set the pattern for general price trends in the immediate future. If steel holds the line, other industries will be under pressure to avoid increases. If the price of steel goes up, other items will follow.

(Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Vice President, The Detroit Edison Company, Detroit, Michigan)

Statistically, this month 68% of our members report no change in prices, 25% tell of increases, and 7% say prices are down.

## Inventories

While purchased material inventories are reported as up slightly this month, buyers are still reluctant to embark on any sizable inventory accumulation program. Most still feel that, except for strike created shortages, the items they buy will continue to be available in adequate quantities. And, until the future price picture is clearer, they are not willing to increase stocks to protect against anticipated price rises. This month, 38% report increased inventories, 46% no change, and 16% decreases.

## Employment

As would be expected, employment is definitely off in some industries and in some geographical areas. On the other hand, there are many this month who report an even better employment situation than in previous months. There are 52% reporting higher employment in July, up 9% from June. However, 11% say there are fewer on their rolls, which is 4% more than last month. Greatest problems, of course, are in the steel making areas, in transportation, and in the coal fields. Balancing against these are the pickup in agriculture, general construction, and in the tourist industry.

## Buying Policy

There is apparently no "scare buying" of any items where there is an industry-wide strike in effect or where one is anticipated. While special steel items may be in short supply in some areas, there is nothing to indicate that buyers in other areas are stockpiling against such eventualities in their localities.

## Specific Commodity Changes

In general, the steel situation is not too bad yet. While quite a few members report certain steel items in short supply, there is an over-all consensus that the real pinch will not begin for another sixty days.

On the *up* side are: Steel scrap, paper, drills and reamers, some electrical equipment, butyl, some chemicals, insulation materials, electric light bulbs and formaldehyde.

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In *short supply* are: Various steel items, phthalic anhydride and maleic anhydride.

### Business Pattern

(Continued from page 43)

hours, resulted in the record earnings level.

Weekly earnings for the U.S. moved up to \$90.54, nearly \$7.50 over the corresponding month of last year. The current gain was the result of a longer

workweek. Average hours advanced for the fifth consecutive month to 40.6, the best June figure since 1955. Hourly wages for the country remained unchanged in June.

### Unemployment Claims

The State Labor Department reported that total claims for unemployment benefits rose in the last full week of June to nearly 35,000. This seasonal increase, marking the beginning of vacation shutdowns, ended a decline of four months duration. A year ago total claims numbered 72,500, over twice the number currently receiving benefits.

Initial claims advanced to the highest level since last January. About 1/5 of the 5,000 new claims at the end of June resulted from vacation shutdowns.

### Business Firms

New incorporations in this State during the second quarter continued at a high level but failed to match the record pace of the previous three months. However, the total for the first half of the year reached an all-time high and showed a gain of almost 40% over the corresponding period of last year.

Business failures, on the other hand, did not drop off during the second quarter but climbed to a level above last year's peak. So far this year failures are running 5% ahead of 1958 totals.

### Business Expansion

Spending plans by business for new plant and equipment during 1959 have been revised upward, according to a May survey by the Commerce Department.

An annual outlay of \$32.6 billion is now expected—up nearly \$1 billion from the total anticipated just three months earlier.

Capital expenditures noted in the new estimate would be about 7% above last year's, but still well below the record year of 1957 when they reached \$37 billion.

In the current survey, the rise is attributed to increased spending now anticipated by durable goods industries, mining, railroads, and other transportation industries—mainly airlines. A slight downward revision occurred in the non-durable sector of manufacturing, but these firms still plan a 7% increase over last year's spending. Public utilities are continuing to under-run slightly their 1958 expansion.

### Factory Employment

A comparison with May 1957 shows Connecticut down the greatest percent with Massachusetts down the least. Rhode Island's recovery of almost 8% during the past year has been the most marked. New York, New Jersey, and Connecticut have tended to lag.

Figures for the Nation show a significant gain during the past 12 months. Thus, the indications are that other sections of the country have been making a somewhat more rapid recovery than the Northeast.

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Dunham-Bush Inc	West Hartford	Fenn Mfg Co The (Dow 17)	Newington	<b>Bearings</b>	
Norwalk Airconditioning Corp	South Norwalk	Aluminum Finishing Co.	Bridgeport	Barden Corporation The (ball)	Danbury
<b>Air Ducts</b>		Leed Co The H A	Hamden	Fafnir Bearing Co (ball)	New Britain
Wiremold Co The (Retractable)	Hartford	<b>Anodizing Equipment</b>		Marlin-Rockwell Corporation	Plainville
<b>Air Heaters—Direct Fired</b>		Enthone Inc	New Haven	New Departure Div of General Motors (ball)	Bristol
Peabody Engineering Corporation	Stamford	<b>Asbestos</b>		Norma-Hoffman Bearings Corp (ball and roller)	Stamford
<b>Air Impellers</b>		Auburn Manufacturing Company	The (gas- kets, packings, wicks)	Torrington Co The	Torrington
The Torrington Manufacturing Co	Torrington	<b>Asarcon Bronze</b>		<b>Bellows Assemblies</b>	
<b>Aircraft</b>		Derby Castings Company, The	Seymour	Bridgeport Thermostat Div	Robertshaw— Milford
Sikorsky Aircraft Division	United Aircraft	Knapp Foundry Company Inc (bushing & bearing stock)	Gulford	Fulton Controls Co	
Corporation (helicopters)	Bridgeport	<b>Assemblies—Small</b>		<b>Bellows—Metallic</b>	
<b>Aircraft Accessories</b>		Barnes Co The Wallace Div Associated Spring Corp	Bristol	Bridgeport Thermostat Div	Robertshaw— Milford
Chandler Evans Div Pratt & Whitney Co Inc (Piston and Jet Engine Accessories—Carbu- retors, Fuel Controls, Afterburner Regula- tors, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Greist Manufacturing Co The	New Haven	Fulton Controls Co	
Consolidated Controls Corp	Bethel	Hartford Machine Screw Co Div of		<b>Bells</b>	
Fenn Mfg Co The (Hardened and Ground Gear assemblies)	Newington	Standard Screw Co	Hartford	Bevin Brothers Mfg Co	East Hampton
Gabb Special Products Inc (filler caps—pres- sure fuel servicing systems)	Windsor Locks	Stanley Humason Inc	Forestville	N N Hill Brass Co The	East Hampton
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	J H Sessions & Son	Bristol	<b>Belt Fasteners</b>	
<b>Aircraft Engine Timing Tools</b>		<b>Audio-Visual Equipment</b>		Saling Manufacturing Company (patented self- aligning)	Unionville
Gabb Special Products Inc	Windsor Locks	Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors)	Plainville	<b>Beltling</b>	
<b>Aircraft Engine Details</b>		<b>Automatic Buffing &amp; Polishing Machines</b>		Hartford Belting Co	Hartford
Hartford Machine Screw Co Div of		Harper Buffing Machine Company The	East Hampton	Russell Mfg Co (High Speed Endless, Lami- nated Rubber, Roll Stock all types)	Middletown
Standard Screw Co	Hartford	<b>Auto Cable Housing</b>		<b>Bends—Pipe or Tube</b>	
New Haven Trap Rock Co The Machine Pro- ducts Div	North Branford	Wiremold Company The	Hartford	National Pipe Bending Co The	New Haven
<b>Aircraft Engines</b>		<b>Automatic Assembly Machines</b>		<b>Bicycle Sundries</b>	
Lycoming Division Avco Manufacturing Corp	Stratford	Sperry Products Inc	Danbury	Torrington Co The	Torrington
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	<b>Automatic Control Instruments</b>		<b>Blackening Salts for Metals</b>	
<b>Aircraft Fasteners</b>		Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Enthone Inc	New Haven
Bland Buner Co The Thread Products Div		<b>Automobiles—Children's</b>		Mitchell-Bradford Chemical Co	Milford
Hartford Machine Screw Co Div of		Powercar Company	Mystic	<b>Black Oxide Finishing</b>	
Standard Screw Co	Hartford	<b>Automotive Bodies</b>		Black Oxide Inc	New Britain
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Metropolitan Body Company	Bridgeport	<b>Black Oxide Treatment</b>	
<b>Aircraft Instruments</b>		<b>Automotive Parts</b>		Bennett Metal Treating Co The	Elmwood
Gorn Electric Company Inc	Stamford	Bridgeport Thermostat Div	Robertshaw— Milford	<b>Blades</b>	
<b>Aircraft—Repair &amp; Overhaul</b>		Fulton Controls Co (automobile thermo- stats)		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Eis Manufacturing Co (Hydraulic and Me- chanical)	Middletown	<b>Blocks</b>	
<b>Aircraft Studs and Bolts</b>		Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscel- laneous Rubber)	Bridgeport	Howard Company (cupola fire clay)	New Haven
Hartford Machine Screw Co Div of		<b>Automotive &amp; Service Station Equipment</b>		<b>Blower—Centrifugal Type</b>	
Standard Screw Co	Hartford	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury	Spencer Turbine Co., The	Hartford
<b>Aircraft Test Equipment</b>		<b>Automotive Tools</b>		<b>Blower Fans</b>	
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Eis Manufacturing Company	Middletown	Colonial Blower Company	Plainville
<b>Alumilite Aluminum Sheets</b>		<b>Automotive Castings</b>		Spencer Turbine Co The	Hartford (Advt.)
Leed Co The H A	Hamden	<b>Automotive Castings</b>			
<b>Aluminum Awnings</b>		<b>Automotive Castings</b>			
Norlee Aluminum Prod Corp	Bloomfield	<b>Automotive Castings</b>			
<b>Aluminum Bronze Castings</b>		<b>Automotive Castings</b>			
Knapp Foundry Company Inc	Gulford	<b>Automotive Castings</b>			

# I T ' S M A D E I N C O N N E C T I C U T

<b>Blower Systems</b>		
Colonial Blower Company	Plainville	
Ripley Co	Middletown	
Ventilating Supplies Inc	Plainville	
<b>Blower Wheels</b>		
Torrington Manufacturing Company	The Torrington	
<b>Blueprints and Photostats</b>		
Joseph Merritt & Co	Hartford	
<b>Boilers</b>		
Bigelow Co The	New Haven	
<b>Bolts and Nuts</b>		
Clark Brothers Bolt Co	Middale	
Torrington Co The	Torrington	
<b>Boring Tools</b>		
Atrax Company The (solid carbide)	Newington	
<b>Bottles</b>		
Feldman Glass Co. The	New Haven	
<b>Box Board</b>		
Bird & Son Inc	New Britain	
Continental Can Co., Boxboard and Folding Carton Division	Montville	
Federal Paper Board Co Inc	Montville, New Haven & Versailles	
Lydall & Foulds Paper Co The	Manchester	
New Haven Board & Carton Co The	New Haven	
Robertson Paper Box Co	Montville	
<b>Boxes</b>		
Bird & Son Inc (corrugated, solid fibre, cleated containers)	New Britain	
Connecticut Container Corporation	New Haven	
Continental Can Co., Fibre Drum and Corrugated Box Division	Portland	
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham	
Middletown Mfg Co (metal)	Middletown	
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport	
<b>Boxes and Crates</b>		
City Lumber Co of Bridgeport Inc The	Bridgeport	
<b>Boxes—Folding</b>		
Leshine Carton Co	Branford	
<b>Boxes—Metal</b>		
Durham Mfg Co.	Durham	
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham	
Seovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity)	Waterbury	
<b>Boxes—Paper—Folding</b>		
Atlantic Carton Corp	Norwich	
Bridgeport Paper Box Co	Bridgeport	
Carpenter-Hayes Paper Box Co Inc	East Hampton	
Continental Can Co., Boxboard and Folding Carton Division	Montville	
Curtis & Sons Inc S	Sandy Hook	
Folding Cartons Incorporated (paper, folding)	Versailles	
Mills Inc H J	Bristol	
National Folding Box Co Div Federal Paper Board Co Inc (paper folding)	New Haven and Versailles	
New Haven Board & Carton Co The	New Haven	
Robertson Paper Box Co	Montville	
Warner Bros Co The	Bridgeport	
<b>Boxes—Paper—Setup</b>		
Bridgeport Paper Box Co	Bridgeport	
Heminway Corporation The	Waterbury	
Mills Inc H J	Bristol	
Strouse Adler Company The	New Haven	
Warner Bros Co The	Bridgeport	
<b>Brake Cables</b>		
Eis Manufacturing Co	Middletown	
<b>Brake Linings</b>		
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport	
Russell Mfg Co (all types, Fused Fabric, Durak, Wireback, Extruded)	Middletown	
<b>Brake Service Parts</b>		
Eis Manufacturing Co	Middletown	
<b>Brass &amp; Bronze</b>		
American Brass Co The (sheet, wire, rods, tubes)	Waterbury	
Bridgeport Rolling Mills Company (coil, sheet, strip)	Bridgeport	
Bristol Brass Corp The (sheet, wire, rods)	Bristol	
Chase Brass & Copper Co	Waterbury	
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden	
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston	
Seovill Manufacturing Company	Waterbury	
Seymour Mfg Co The (strip, sheet & wire)	Seymour	
Tinsheet Metals Co The (sheets and rolls)	Waterbury	
Western Brass Mills Div of Olin Mathieson Chemical Corp (sheet, strip)	New Haven	
<b>Brass &amp; Bronze Ingot Metal</b>		
Mitchell Smelting & Refining Co Inc	Botsford	
Plume & Atwood Mfg Co The	Thomaston	
Whipple and Choate Company The	Bridgeport	
<b>Brass, Bronze, Aluminum Castings</b>		
Derby Castings Company, The	Seymour	
Victors Brass Foundry Inc	Guilford	
<b>Brass Goods</b>		
American Brass Company The	Waterbury	
Plume & Atwood Mfg Co The (to order)	Thomaston	
Rostand Mfg Co. The (Ecclesiastical Brass Wares)	Millford	
Seovill Manufacturing Company (to order)	Waterbury	
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	
<b>Brass Mill Products</b>		
American Brass Company The	Waterbury	
Chase Brass & Copper Co	Waterbury	
Plume & Atwood Mfg Co The	Thomaston	
Seovill Manufacturing Company	Waterbury	
Seymour Manufacturing Co. The	Seymour	
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	
<b>Brick-Building</b>		
Donnelly Brick Co The	New Britain	
Stiles Corp subsidiary of Plasticerite Corp	North Haven	
<b>Bricks—Fire</b>		
Howard Company	New Haven	
Mullite Works Refractories Div H. K. Porter Co Inc	Shelton	
<b>Bright Wire Goods</b>		
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven	
<b>Broaching</b>		
Hartford Special Machinery Co The	Hartford	
<b>Bronze &amp; Aluminum Castings</b>		
Knapp Foundry Company Inc (rough or machined)	Guilford	
<b>Bronze Sand Castings</b>		
Bridgeport Deoxidized Bronze Corp	Bridgeport	
<b>Brooms—Brushes</b>		
Fuller Brush Co The	Hartford	
<b>Buckles</b>		
B Schwanda & Sons	Staffordville	
Hawie Mfg Co The	Bridgeport	
North & Judd Manufacturing Co.	New Britain	
Patent Button Co The	Waterbury	
Risdon Manufacturing Co John M. Russell Div	Naugatuck	
<b>Buffing &amp; Polishing Compositions</b>		
Apothecaries Hall Company Division	The Hubbard Hall Chemical Company	
Lea Mfg Co	Waterbury	
<b>Building Materials</b>		
City Lumber Co of Bridgeport Inc	Bridgeport	
<b>Burners</b>		
Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston	
<b>Burners—Automatic</b>		
Peabody Engineering Corporation	Stamford	
<b>Burners—Coal and Oil</b>		
Peabody Engineering Corporation (Combined)	Stamford	
<b>Burners—Gas</b>		
Peabody Engineering Corporation (Blast Furnace)	Stamford	
<b>Burners—Gas and Oil</b>		
Peabody Engineering Corporation (Combined)	Stamford	
<b>Burners—Refinery</b>		
Peabody Engineering Corporation (For Gas and Oil)	Stamford	
<b>Burnishing</b>		
Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Hartford	
Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes)	Unionville	
<b>Burs</b>		
Atrax Company The (carbide)	Newington	
Pratt & Whitney Co Inc (carbide and HSS)	West Hartford	
<b>Business Forms</b>		
Connecticut Manifold Forms Co. The	West Hartford	
<b>Buttons</b>		
B Schwanda & Sons	Staffordville	
Frank Parisek Manufacturing Co The	Putnam	
Patent Button Co The	Waterbury	
Seovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury	
Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury	
<b>Cabinet Work</b>		
Hartford Builders Finish Co	Hartford	
<b>Cable—Asbestos Insulated</b>		
Rockbestos Products Corp	New Haven	
<b>Cable-Interlocked Armor</b>		
General Electric Company	Bridgeport	
<b>Cable—Nonmetallic Sheathed</b>		
General Electric Company	Bridgeport	
<b>Cable—Service Entrance</b>		
General Electric Company	Bridgeport	
<b>Cages</b>		
Andrew B. Hendryx Co The (bird and animal)	New Haven	
<b>Cams</b>		
American Cam Company Inc	Hartford	
Hartford Special Machinery Co The	Hartford	
Rowbottom Machine Company Inc	Waterbury	
<b>Cams, 2 Dimensional</b>		
Mallory Industries, Inc	West Hartford	
Parker-Hartford Corporation	Hartford	
<b>Cams, 3 Dimensional</b>		
Mallory Industries, Inc	West Hartford	
Parker-Hartford Corporation	Hartford	
<b>Capacitors</b>		
Electro Motive Mfg Co Inc. The (mica & trimmer)	Willimantic	
<b>Carbide Drawing Dies</b>		
State Products Co (eyelet special shape dies)	Oakville	
<b>Carbide Shape Dies</b>		
Thomaston Tool & Die Co (any form)	Thomaston	
<b>Carbide Tools</b>		
Atrax Company The (solid)	Newington	
Precision Tool & Die Co	Waterbury	
<b>Carbon Pile Type Resistors</b>		
Engineered Metals	Manchester	
<b>Card Clothing</b>		
Standard Card Clothing Co The (for textile mills)	Stafford Springs	
<b>Card Indexes</b>		
Wassell Organization Inc	Westport	
<b>Carpenter's Tools</b>		
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven	
<b>Carpets and Rugs</b>		
Bigelow-Sanford Carpet Co	Thompsonville	
<b>Carton Closure Equipment</b>		
Better Packages Inc ("Tape-O-Matic," "Better Pack")	Shelton	
<b>Casters</b>		
Bassick Company The (Industrial and General)	Bridgeport	
<b>Castings</b>		
Connecticut Foundry Co (grey iron)	Rocky Hill	
Connecticut Malleable Castings Co. (malleable iron castings)	New Haven	
Ductile Iron Foundry Inc	Stamford	
Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck	
Farrel-Birmingham Company Inc (Meehanite Nodular Iron, Steel)	Ansonia	
H R Engineering Laboratories Inc (centrifugal, steel mold)	East Haddam	
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings)	Hartford	
Malleable Iron Fittings Co (malleable iron and steel)	Branford	
McLagon Foundry Co. (grey iron)	New Haven	
Newton-New Haven Co (zinc and aluminum)	West Haven	
Nutmeg Crucible Steel Co (steel)	Branford	
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville	
Philbrick-Booth & Spencer Inc	Hartford	
Producto Machine Company The	Bridgeport	
Seovill Manufacturing Company (Brass & Bronze)	Waterbury	
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington	
Union Mfg Co (grey iron & semi steel)	New Britain	
Waterbury Foundry Company The (highway & saah weights)	Waterbury	
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown	
	(Adv.)	



<b>Castings—Investment</b> Arwood Precision Casting Corp Groton	<b>Coil Winding Machines</b> Boesch Mfg Co Inc Danbury	<b>Copper Castings</b> Knapp Foundry Company Inc Guilford
<b>Cements—Refractory</b> Mullite Works Refractories Div H K Porter Co Shelton	<b>Coils—Electric</b> Bittermann Electric Company Canaan Rowley Spring Co, Inc., The (Airwould for television and electrical industries) Bristol	<b>Copper Sand Castings</b> Bridgeport Deoxidized Bronze Corp Bridgeport
<b>Centerless Grinding</b> Brown Manufacturing Co. New Britain New England Centerless Grinding, Inc. West Hartford Winsted Centerless Co Winsted	<b>Coils—Pipe or Tube</b> National Pipe Bending Co The New Haven Whitlock Manufacturing Co The Hartford	<b>Copper Sheets</b> American Brass Company The Waterbury New Haven Copper Co The Seymour
<b>Centers</b> Ready Tool Co The (anti friction, carbide tipped, high speed) Stratford	<b>Cold Molded Electrical Insulation</b> Meriden Molded Plastics Meriden	<b>Copper Shingles</b> New Haven Copper Co The Seymour
<b>Centrifugal Pumps</b> Hamco Inc (gasoline or electric driven) New Haven	<b>Commercial Heat Treating</b> A F Holden Company The West Haven	<b>Copperware</b> Bridgeport Brass Company (cooking utensils) Bridgeport
<b>Cermets</b> Russell Mfg Co (for missiles, and for friction materials) Middletown	<b>Commercial Truck Bodies</b> King Co Alfred B North Haven Metropolitan Body Company Bridgeport	<b>Copper Water Tube</b> American Brass Company The Waterbury
<b>Chain</b> Ridson Manufacturing Co John M Russel Div Naugatuck Turner and Seymour Mfg Co The (weldless, ash, jack, safety, furnace, universal, lion and cable) Torrington	<b>Compacts</b> Scovill Manufacturing Company (powder and rouge) Waterbury	<b>Cord</b> Russell Mfg Co The (marine & aero shock) Middletown
<b>Chain-Banded</b> Auto-Swage Products Inc Shelton Bead Chain Mfg Co The Bridgeport	<b>Comparators</b> Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) West Hartford	<b>Cords—Asbestos Insulated</b> General Electric Company Bridgeport
<b>Chain—Power Transmission and Conveying</b> Whitney Chain Company Hartford	<b>Compressors</b> Norwalk Company Inc (high pressure air and gas) South Norwalk	<b>Cords—Braided</b> General Electric Company Bridgeport
<b>Chairs</b> The Hitchcock Chair Company Riverton	<b>Computers</b> Reflectone Corporation The Stamford Royal McBee Corp Hartford	<b>Cords—Heater</b> General Electric Company Bridgeport
<b>Chemical Manufacturing</b> Carwin Company The North Haven	<b>Concrete Products</b> Plasticrete Corp Hamden, Hartford, North Haven, Waterbury, Willimantic	<b>Cords—Portable</b> General Electric Company Bridgeport
<b>Chemicals</b> Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury Axton-Cross Co Shelton Carwin Company The North Haven Macalaster Bicknell Company New Haven MacDermid Incorporated Waterbury Naugatuck Chemical Division United States Rubber Co Naugatuck New England Lime Company Canaan Pfizer & Co Inc Chas Groton	<b>Condenser and Heat Exchanger Tubes</b> Bridgeport Brass Company Bridgeport Scovill Manufacturing Company Waterbury	<b>Cord Sets—Electric</b> General Electric Company Bridgeport Seeger-Williams Inc Bridgeport
<b>Chemicals—Agriculture</b> Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) Naugatuck	<b>Cones</b> Sonoco Products Co (Climax-Lowell Div.) (Paper) Mystic	<b>Cork Cots</b> Sonoco Products Co (Climax-Lowell Div.) Mystic
<b>Chemists—Analytical and Consulting</b> Bridgeport Testing Laboratory Inc Bridgeport	<b>Connector</b> Gorn Electric Co Inc (precision miniature electrical and printed circuit) Stamford	<b>Corn Cob Meal</b> Nielsen & Sons Inc. John R (graded) South Windsor
<b>Christmas Light Clips</b> Foursome Manufacturing Co Bristol	<b>Consulting Engineers</b> McNeal J D (Electrical and Electronic) New Haven Stanley P. Rockwell Co Inc The (Consulting) Hartford	<b>Correspondence Files</b> Wassell Organization Inc Westport
<b>Chromium Plating</b> Chromium Corp of America Waterbury Chromium Process Company The Shelton	<b>Continuous Mill Gages</b> Pratt & Whitney Co Inc West Hartford	<b>Corrugated Box Manufacturers</b> Connecticut Container Corporation New Haven Corrugated Containers Inc Hartford
<b>Chucks</b> Cushman Chuck Co The Hartford Jacobs Manufacturing Co The West Hartford Jacobs Manufacturing Co The (drill chucks, lathe collet chucks and arbors) West Hartford Union Manufacturing Company New Britain	<b>Contract Machining</b> Laurel Mfg Co Inc (Precision Production Small Parts) Plainville Malleable Iron Fittings Company Branford	<b>Corrugated Shipping Cases</b> Connecticut Container Corporation New Haven Continental Can Co. Fibre Drum and Corrugated Box Division Portland D L & D Container Corp New Haven
<b>Chucks—Drill</b> Jacobs Manufacturing Co The West Hartford	<b>Contract Manufacturers</b> Fenn Mfg Co The (Precision Machine Work) Newington Greist Mfg Co The (metal parts and assemblies) New Haven Standard Screw Co Div of Hartford Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham	<b>Cosmetic Containers</b> Eyelet Specialty Div. International Silver Co. Wallingford Plume & Atwood Mfg Co The (metal) Thomaston Scovill Manufacturing Company Waterbury
<b>Chucks—Face Plate Jaws</b> Cushman Chuck Co The Hartford Union Mfg Co New Britain	<b>Plume &amp; Atwood Mfg Co The (metal parts and assemblies)</b> Thomaston Scovill Manufacturing Company (metal parts and assemblies) Waterbury J H Sessions & Son Bristol Torrington Co The Torrington	<b>Cosmetics</b> J B Williams Co The Glastonbury
<b>Chucks—Power Operated</b> Cushman Chuck Co The Hartford Union Manufacturing Company New Britain	<b>Controllers</b> Bristol Company The Waterbury Manning Maxwell & Moore Inc Stratford	<b>Cotton and Asbestos Wicking</b> Bland Burner Co The Hartford
<b>Clay</b> Howard Company (Fire Howard "B" and High Temperature Dry) New Haven	<b>Controls—Remote</b> Panish Controls (Remote Controls for Marine & Aeronautic Applications) Bridgeport	<b>Counting Devices</b> Veeder-Root Inc Hartford
<b>Cleaning Compounds</b> Enthone Inc (Industrial) New Haven MacDermid Incorporated Waterbury	<b>Controls—Hydraulic Remote</b> Sperry Products Inc Danbury	<b>Couplings</b> Scovill Manufacturing Company (hose and tube) Waterbury
<b>Clock Mechanisms</b> Lux Clock Mfg Co The Waterbury	<b>Converters DC to AC</b> Electric Specialty Co Stamford	<b>Crushers</b> Farrel-Birmingham Company Inc (Stone and Ore) Ansonia
<b>Clocks</b> E Ingraham Co The Bristol United States Time Corporation The Waterbury	<b>Conveyer Systems</b> Hayes-Te Equipment Corp Connecticut Conveyer Division (Conveyer Co The) Unionville King Co Alfred B North Haven Leeds Conveyer Mfg Co The East Haven Production Equipment Co Meriden	<b>Cushioning for Packaging</b> Gilman Brothers Co The Gilman
<b>Clocks—Alarm</b> Lux Clock Mfg Co The Waterbury	<b>Copper</b> American Brass Corp The (sheet, wire, rods, tubes) Waterbury Bristol Brass Corp The (steel) Bristol Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury Tube Sheet Metals Co The (sheet and rolls) Waterbury Western Brass Mills Div Olin Mathieson Chemical Corp New Haven	<b>Cutters</b> Atrax Company The (solid carbide) Newington Mitrametric Co The (ground pinion) Torrington Pratt & Whitney Co Inc (Milling Cutters all types carbide and HSS) West Hartford
<b>Clocks—Automatic Cooking</b> Lux Clock Mfg Co The Waterbury		<b>Cutting &amp; Creasing Rule</b> Bartholomew Co H J Bristol
<b>Clutches</b> Snow-Nabstedt Gear Corp The New Haven		<b>Data Processing Equipment</b> Royal McBee Corp Hartford
<b>Clutch Facings</b> Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) Bridgeport Russell Mfg Co (rubber Shock Cord—all sizes and types) Middletown		<b>Decalcomanias</b> Sirocco Screenprints New Haven
		<b>Deep Hole Drilling &amp; Reaming</b> Hamden Deep Hole Drilling Co Hamden



# I T ' S M A D E I N C O N N E C T I C U T

<b>Deep Drawings</b> Stanley Pressed Metal	New Britain	<b>Drafting Accessories</b> Joseph Merritt & Co	Hartford	<b>Electrical Appliances</b> Iona Manufacturing Company The	Manchester
<b>Deep Hole Drilling &amp; Reaming</b> Wilson Arms Co.	Hamden	<b>Drawn Shells</b> Cly-Del Manufacturing Co.	Waterbury	<b>Electrical Conduit Fittings &amp; Grounding Specialties</b> Gillette-Vibber Company The	New London
<b>Delayed Action Mechanism</b> M H Rhodes Inc R W Cramer Company Inc The	Hartford Centerbrook	<b>Drill Presses</b> Townsend Mfg Co The H P	Elmwood	<b>Electrical Connectors</b> Burndy Corporation	Norwalk
<b>Demineralizers</b> Crystal Research Laboratories	Hartford	<b>Drilling Machines</b> Howe & Fant Inc (Turret Type) Pratt & Whitney Co Inc (Deep Hole)	East Norwalk West Hartford	<b>Electrical Control Apparatus</b> Plainville Electrical Products Co The	Plainville
<b>Design</b> Designers for Business and Industry (product design-appearance)	New Haven	<b>Drilling and Tapping Machinery</b> Hartford Special Machinery Co The	Hartford	<b>Electrical Controls</b> Monarch Electric Co (Allis Chalmers)	New Britain
<b>Design &amp; Drafting Service</b> Smith & Winchester Mfg Co The	South Windham	<b>Drop Forgings</b> Atwater Mfg Co Billings & Spencer Co The Consolidated Industries Wilcox Crittenden & Co Inc	Plainville Hartford West Cheshire Middletown	<b>Electrical Motors</b> Electric Specialty Co Iona Manufacturing Company The U S Electrical Motors Inc	Stamford Manchester Milford
<b>Diamonds—Industrial</b> Parsons Diamond Products Inc	West Hartford	<b>Druggists' Rubber Sundries</b> Seamless Rubber Company The	New Haven	<b>Electrical Recorders</b> Bristol Co The	Waterbury
<b>Dictating Machines</b> Dictaphone Corporation Gray Manufacturing Company The SoundScriber Corporation The	Bridgeport Hartford New Haven	<b>Duplicating Machines—Automatic</b> Pratt & Whitney Co Inc	West Hartford	<b>Electrical Relays and Controls</b> Allied Control Co	Plainville
<b>Die Cast Dies</b> C & F Tool & Die Corp	Bridgeport	<b>Dust Collectors</b> Colonial Blower Co Ventilating Supplies Inc	Plainville Plainville	<b>Electrical Switchboards</b> Plainville Electrical Products Co The Pneumatic Applications Co	Plainville Simsbury
<b>Die Castings</b> Newton-New Haven Co Inc Stewart Die Casting Div Stewart-Warner Corp	New Haven Bridgeport	<b>Elastic</b> Russell Mfg Co (rubber shock cord—all sizes and types)	Middletown	<b>Electrical Test Equipment</b> McNeal J D	New Haven
<b>Die Casting Dies</b> ABA Tool & Die Co Eastern Machine Screw Corp The Weimann Bros Mfg Co. The	Manchester New Haven Derby	<b>Electric Cables</b> General Electric Company (for residential, commercial and industrial applications) Rockbestos Products Corp (asbestos insulated)	Bridgeport New Haven	<b>Electronic Parts</b> Patent Button Company The Prentice Mfg Co The G E (stampings to customers' specifications) Terryville Manufacturing Co (Stampings to customer specifications)	Waterbury Kensington Terryville
<b>Die Heads—Self Opening</b> Eastern Machine Screw Corp The Geometric Tool Division, Greenfield Tap & Die Corp	New Haven New Haven	<b>Electric Cord Springs</b> Bristol Spring Manufacturing Co	Plainville	<b>Electronics</b> Beau Electronics Gray Manufacturing Company the McNeal J D Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases) Ripley Co Sturup Larabee & Warmers Inc Vince Electronics Corporation	Waterbury Hartford New Haven Middletown Middletown Middletown New Haven
<b>Die Polishing Machinery</b> Hartford Special Machinery Co The	Hartford	<b>Electric Cords</b> General Electric Company Rockbestos Products Corp (asbestos insulated)	Bridgeport New Haven	<b>Electroplating</b> Giering Metal Finishing Inc National Sherardizing & Machine Co Waterbury Plating Company	Hamden Hartford Waterbury
<b>Die Sets</b> Producto Machine Company The Union Mfg Co (precision, steel and semi-steel)	Bridgeport New Britain	<b>Electric Eye Control</b> Ripley Company Inc	Middletown	<b>Electroplating—Equipment &amp; Supplies</b> Apothecaries Hall Company Division	Waterbury New Haven
<b>Die Sinkers</b> Pratt & Whitney Co Inc	West Hartford	<b>Electric Fixture Wire</b> Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Electroplating Processes &amp; Supplies</b> Enthone Inc	Waterbury New Haven
<b>Die</b> Hoggson & Pettis Mfg Co The Mitrametric Co The (ground for gears)	New Haven Torrington	<b>Electric Hand Irons</b> Winsted Hardware Mfg Co (trade mark "Durabilt")	Winsted	<b>Electrotypes</b> Barnum-Hayward Electrotypes Co Inc Lockwood Sons Inc Wm H New Haven Electrotypes Div Corp	New Haven Hartford New Haven
<b>Die Heads—Self Opening</b> Pratt & Whitney Co Inc (Monocone and Ducone Dies) Pratt & Whitney Co Inc (thread cutting and thread rolling)	West Hartford West Hartford	<b>Electric Heating Elements</b> Hartford Element Co	Hartford	<b>Elevators</b> Eastern Elevator Co (passenger and freight) General Elevator Service Co	New Haven Hartford
<b>Die &amp; Die Cutting</b> Douglas Co Geo M	New Haven	<b>Electric Ignition Harnesses</b> General Electric Company	Bridgeport	<b>Enameling</b> Giering Metal Finishing Inc Waterbury Plating Company	Hamden Waterbury
<b>Dies—Steel Rule</b> Acme Steel Rule Die Corporation	Waterbury	<b>Electric Insulation</b> Case Brothers Inc Stevens Paper Mills Inc The	Manchester Windsor	<b>Enamels &amp; Lacquers</b> Dobbs Chemical Co The (industrial finishes to customers' specifications)	New Haven
<b>Display Containers</b> National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles	<b>Electric Lighting Fixtures</b> Fan-Craft Mfg Co (residential, church, post lanterns) Plume & Atwood Mfg Co The Wasley Products Inc	Plainville Thomaston Plainville	<b>End Milling Cutters</b> Pratt & Whitney Co Inc (carbide and HSS)	West Hartford
<b>Displays—Design &amp; Production</b> Ad-Craft Displays, Inc. Conn-Craft Co. (Plastic) Stifel & Kufka	Bloomfield Waterbury New Britain	<b>Electric Motor Controls</b> Arrow-Hart & Hegeman Electric Co The	Hartford	<b>End Mills</b> Atrax Company The (solid carbide)	Newington
<b>Display Equipment</b> Polecats Inc	Old Saybrook	<b>Electric Motor Winding</b> Monarch Electric Co (3 phase industrial motors)	New Britain	<b>Engraving—Plastic and Nonferrous Metals</b> Conn-Craft Co. New England Engraving Company Div. of Dura Plastics of New York, Inc. Salisbury Products Inc	Waterbury Westport Lakeville
<b>Displays—Metal</b> Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham Merriam Mfg Co (Contract Work to Individual Specifications) Parsons Co Inc W A (custom designed)	Durham	<b>Electric Motor Repair</b> B & J Electric Co	Ansonia	<b>Envelopes</b> Curtis 1000 Inc United States Envelope Company Hartford Division	Hartford Hartford
<b>Displays—Plastic</b> Dura Plastics of New York, Inc.	Westport	<b>Electric Motors</b> Monarch Electric Co (Allis Chalmers)	New Britain	<b>Excelsior</b> Nielsen & Sons Inc John R	South Windsor
<b>Door Closers</b> Sargent & Company Yale & Towne Mfg Co The	New Haven Stamford	<b>Electric Switches</b> Arrow-Hart & Hegeman Electric Co The	Hartford	<b>Extractors—Tap</b> Walton Company The	West Hartford (Advt.)
<b>Doors</b> Bilco Co The (metal, residential and commercial)	West Haven	<b>Electric Time Controls</b> Cramer Controls Corporation The	Centerbrook		
<b>Dowel Pins</b> Allen Manufacturing Co The Hartford Machine Screw Co Div of Standard Screw Co Holo-Krome Screw Corp The Torrington Co The	Hartford Hartford West Hartford Torrington	<b>Electric Underfloor Duct System</b> General Electric Company	Bridgeport		
		<b>Electric Wire</b> General Electric Company Rockbestos Products Corp (asbestos insulated)	Bridgeport New Haven		
		<b>Electric Wiring Devices</b> Arrow-Hart & Hegeman Electric Co The	Hartford		

**Extruders and Accessories**  
 Davis Electric Company (Ram Type Teflon Extruder) Wallingford  
 Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

**Eyelets**  
 American Brass Co The Waterbury  
 City-Del Manufacturing Waterbury  
 Mark Eyelet & Stamping Co (small-metal stampings) Wolcott  
 Platt Bros & Co The Waterbury  
 Plume & Atwood Mfg Co The Thomaston  
 Scovill Manufacturing Company Waterbury  
 Stevens Co Inc Waterbury  
 Waterbury Companies Inc Waterbury

**Eyelets, Ferrules and Wiring Terminals**  
 American Brass Company The Waterbury  
 Waterbury Companies Inc Waterbury

**Eyelet Machine Products**  
 American Brass Company The Waterbury  
 Ball & Socket Mfg Co The West Cheshire  
 Cold Forming Mfg Co The Waterbury  
 Platt Bros & Co The Waterbury  
 Plume & Atwood Mfg Co The Thomaston  
 Stevens Co Inc Waterbury  
 Waterbury Companies Inc Waterbury

**Fabricators**  
 King Co Alfred B North Haven  
 Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

**Fabrics**  
 Russell Mfg Co (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics) Middletown

**Fan Blades**  
 Torrington Manufacturing Company The Torrington

**Fancy Dress Buttons and Buckles**  
 Waterbury Companies Inc Waterbury

**Fans—Electric**  
 General Electric Company Bridgeport  
 Monarch Electric Co (attic, industrial and ventilating) New Britain

**Fans—Industrial**  
 Ventilating Supplies Inc Plainville

**Fasteners—Aircraft**  
 Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

**Fasteners—Industrial**  
 Torrington Co The Torrington

**Fasteners—Laundry Proof**  
 Scoville Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Fasteners—Slide & Snap**  
 Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

**Felt**  
 Auburn Manufacturing Company The (mechanical, cut parts) Middletown  
 Drycor Felt Company (paper makers and industrial) Staffordville

**Felt—All Purpose**  
 American Felt Co (Mill & Cutting Plant) Glenville  
 Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Fiber-glass Fabrication**  
 Davis Co The E J West Haven

**Fibre Board**  
 Bird & Son Inc New Britain  
 Case Brothers Inc Manchester  
 Colonial Board Company Manchester  
 C H Norton Co The North Westchester  
 Stevens Paper Mills Inc The Windsor

**File Cards**  
 Standard Card Clothing Co The Stafford Springs

**Filing Equipment**  
 Wassell Organization Inc Westport

**Filters—Fluid**  
 Cuno Engineering Corp The Meriden

**Finger Nail Clippers**  
 H C Cook Co The Ansonia

**Firearms**  
 Colt's Patent Fire Arms Mfg Co Inc Hartford  
 Junior Screw Machine Products Inc West Haven  
 Marlin Firearms Co The New Haven  
 O F Mossberg & Sons Inc New Haven  
 Winchester-Western Div Olin Mathieson Chemical Corp New Haven

**Fire Alarm Systems**  
 Fire-Lite Alarms Inc New Haven

**Fire Hose**  
 Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
 John P Smith Co The (screens) New Haven

**Fireworks**  
 M Backes' Sons Inc Wallingford

**Fishing Tackle**  
 H C Cook The Ansonia

**Flashlights**  
 Bridgeport Metal Goods Mfg Co Bridgeport

**Flat Springs**  
 Bristol Spring Manufacturing Co Plainville  
 Gemco Manufacturing Co Inc Southington

**Flexible Shaft Machines**  
 Pratt & Whitney Co Inc West Hartford

**Float Switches**  
 Gorn Electric Co Inc (for aircraft and commercial use) Stamford

**Floor & Ceiling Plates**  
 Beaton & Cadwell Mfg Co The New Britain

**Fluorescent Lighting Equipment**  
 Fullerton Manufacturing Corp Norwalk  
 Vanderman Manufacturing Co The Willimantic

**Foam Rubber**  
 Wiremold Company The Hartford

**Forgings**  
 Armstrong Rubber Company The West Haven

**Forgings**  
 Atwater Manufacturing Company Plantsville  
 Billings & Spencer Company Hartford  
 Bridgeport Hardware Mfg Corp The Bridgeport  
 Capewell Manufacturing Company Hartford  
 Chase Brass & Copper Co Waterbury  
 Clark Brothers Bolt Co Middale  
 Consolidated Industries Inc West Cheshire  
 Heppenstall Co (all kinds and shapes) Bridgeport  
 Scovill Manufacturing Company (Non-ferrous) Waterbury

**Foundries**  
 Connecticut Malleable Castings Co (malleable iron castings) New Haven  
 Derby Castings Company, The Seymour  
 Ductile Iron Foundry Inc Stratford  
 Farrel-Birmingham Company Inc (Iron and Steel) Ansonia

**Foundries**  
 Hartford Electric Steel Corp The Hartford  
 Malleable Iron Fittings Co (Malleable Iron and Steel Castings) Branford

**Foundries**  
 Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
 Product Machine Company The Bridgeport  
 Smith & Winchester Mfg Co The South Windham

**Foundries**  
 Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington  
 Union Mfg Co (gray iron & semi steel) New Britain

**Foundries**  
 Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

**Foundries**  
 Fountain Pens and Mechanical Pencils Waterman Pen Company Inc Seymour

**Foundries**  
 Foundry Riddles John P Smith Co The New Haven

**Foundries**  
 Four Slide Forms Peck Spring Co Plainville

**Foundries**  
 Frames—Hack Saw Thompson & Son Co The Henry G New Haven

**Foundries**  
 Fuel Oil Pump and Heater Sets Peabody Engineering Corporation Stamford

**Foundries**  
 Furnaces Norwalk Airconditioning Corp South Norwalk

**Foundries**  
 Gage Blocks Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

**Foundries**  
 Galvanizing Malleable Iron Fittings Co Branford  
 Wilcox Crittenden & Co Inc Middletown

**Foundries**  
 Gaskets Auburn Manufacturing Company The (from all materials) Middletown  
 Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Foundries**  
 Gaskets—Insulation American Felt Co Glenville

**Foundries**  
 Gas Range Conversion Burner Holyoke Heater Corp of Conn Inc Hartford

**Foundries**  
 Gas Scrubbers, Coolers and Absorbers Peabody Engineering Corporation Stamford

**Foundries**  
 Gauges Bristol Co The (pressure and vacuum-recording automatic control) Waterbury  
 Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

**Foundries**  
 Manning Maxwell & Moore Inc Stratford  
 New Haven Trap Rock Co The Machine Products Div (Johan Universal and Special Purpose Gauge) North Branford

**Foundries**  
 Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

**Foundries**  
 Gears Mitrametric Co The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
 Farrel-Birmingham Company Inc Ansonia  
 Fenn Mfg Co The Newington

**Gears and Gear Cutting**  
 Hartford Special Machinery Co The Hartford  
 United Gear & Machine Co Suffield

**Generators**  
 Hamco Inc (electric, portable, gasoline driven) New Haven

**Glass Bowing**  
 Macalaster Bicknell Company New Haven

**Glass Containers**  
 Feldman Glass Co. The New Haven

**Glass Cutters**  
 Fletcher-Terry Co The Forestville

**Greeting Cards**  
 A D Steinbach & Sons Inc New Haven

**Grinding**  
 Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia

**Grinding**  
 Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford  
 Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) Bridgeport

**Grinding**  
 K-F & D Mfg Company The (Contour and Precision) Manchester

**Grinding Heads—Internal**  
 Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

**Grinding Machines**  
 Farrel-Birmingham Company Inc (Roll) Ansonia

**Grinding Machines**  
 Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford  
 Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**  
 American Brass Company The Waterbury  
 Plume & Atwood Mfg Co The Waterbury

**Hack and Band Saw Blades**  
 Capewell Manufacturing Co The Hartford

**Hair Hygiene Preparations**  
 Parker Herbox Corporation Stamford

**Hammers—Carpenters and Machinists**  
 Capewell Manufacturing Company Hartford

**Hand Tools**  
 Billings and Spencer Company (wrenches sockets and shop tools) Hartford

**Hand Tools**  
 Bridgeport Hardware Mfg Corp The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forgings) Bridgeport

**Hardness Testers**  
 Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

**Hardware**  
 Bassick Company The (Automotive) Bridgeport

**Hardware**  
 City Lumber Co of Bridgeport Inc Bridgeport  
 Gordon Associates Derby  
 Harlock Products Corp New Haven

**Hardware**  
 Sargent & Company New Haven  
 Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

**Hardware**  
 Yale & Towne Mfg Co The Stamford

**Hardware—Marine & Bus**  
 Rostand Mfg Co The Milford

**Hardware—Trailer Cabinet**  
 Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**  
 Corbin Cabinet Lock Div American Hardware Corp New Britain

**Hardware**  
 J H Sessions & Son Bristol  
 Yale & Towne Mfg Co The Stamford

**Hat Machinery**  
 Doran Bros Inc Danbury

**Health Surgical & Orthopedic Supports**  
 Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

**Heat Elements**  
 Electro-Flex Heat Inc Hartford  
 Safeway Heat Elements Inc (woven wire resistance type) Middletown

**Heat Exchangers**  
 Whitlock Manufacturing Co The Hartford  
 Dunham-Bush, Inc. West Hartford

**Heat Sealing—Electronic**  
 Berger Bros (vinyl-polyethylene) New Haven

**Heat Treating**  
 Bennett Metal Treating Co The Elmwood  
 Commercial Metal Treating Co Bridgeport

**Heat Treating**  
 Hartford Machine Screw Company Hartford  
 New Britain-Gridley Machine Division New Britain  
 The New Britain Machine Co New Britain  
 New Haven Heat Treating Co Inc New Haven  
 Skene Co Inc The William A (metals) Bridgeport

**Heat Treating**  
 Stanley P Rockwell Co Inc The Hartford (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Heat-Treating Equipment</b>		<b>Insulated Wire &amp; Cable</b>		<b>Lathes—Toolroom and Automatic</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	General Electric Company (for residential commercial and industrial applications)	Bridgeport	Pratt & Whitney Co Inc	West Hartford
Bauer & Company Inc	Hartford	Kerite Company The	Seymour	<b>Lead Plating</b>	
Rolock Inc (Retorts, Muffles, etc)	Fairfield	<b>Insulated Wire &amp; Cable Machinery</b>		Christie Plating Co The	Groton
Stanley P Rockwell Co Inc The (commercial)	Hartford	Davis Electric Company	Wallingford	<b>Leather</b>	
<b>Heat Treating Fixtures</b>		<b>Instruments</b>		Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
Rolock Inc (Trays, Baskets, etc.)	Fairfield	Bristol Company The	Waterbury	<b>Leather Dog Furnishings</b>	
Wiretex Mfg Co Inc	Bridgeport	Manning Maxwell & Moore Inc	Stratford	Andrew B Hendryx Co The	New Haven
<b>Heat Treating Salts and Compounds</b>		Penn Keystone Corporation	Derby	The Smith-Worthington Saddlery Co	Hartford
Mitchell-Bradford Chemical Co	Milford	Pratt & Whitney Co Inc (Precision Measuring)	West Hartford	<b>Leather, Mechanical</b>	
<b>Heaters—Electric</b>		<b>Integrators</b>		Auburn Manufacturing Company	The (packings, cups, washers, etc) Middletown
General Electric Company	Bridgeport	Reflectone Corporation The	Stamford	<b>Letterheads</b>	
<b>Heating</b>		<b>Intercommunication</b>		Lehman Brothers Inc (designers, engravers, lithographers)	New Haven
Dunham-Bush, Inc.	West Hartford	Action Systems Co	Meriden	<b>Lighting Accessories—Fluorescent</b>	
<b>Heating and Cooling Coils</b>		<b>Interval Timers</b>		General Electric Company	Bridgeport
G & O Manufacturing Co	New Haven	Lux Clock Manufacturing Company	Waterbury	<b>Lighting Equipment</b>	
<b>Heating Elements</b>		Rhodes Inc M H	Hartford	Fullerton Manufacturing Corp	Norwalk
Hartford Element Co	Hartford	<b>Jacquard</b>		Miller Co The (Miller, Ivanhoe)	Meriden
<b>Heavy Chemicals</b>		Case Brothers Inc	Manchester	<b>Lime</b>	
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	Naugatuck	<b>Japanning</b>		New England Lime Company	Canaan
<b>Heavy Machinery</b>		H Sessions & Son	Bristol	<b>Lipstick Cases</b>	
Smith & Winchester Mfg Co The	South Windham	<b>Jig Borer</b>		Scovill Manufacturing Company	Waterbury
<b>Hex-Socket Screws</b>		Linley Brothers Company	Bridgeport	<b>Lipstick Containers</b>	
Allen Manufacturing Company The	Hartford	Moore Special Tool Co (Moore)	Bridgeport	Bridgeport Metal Goods Mfg Co	Bridgeport
Bristol Company The	Waterbury	Pratt & Whitney Co Inc	West Hartford	Plume & Atwood Manufacturing Co	Waterbury
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	<b>Jigs, Fixtures &amp; Gages</b>		<b>Lithographers</b>	
Holo-Krome Screw Corp The	West Hartford	Federal Machine & Tool Co	Bristol	O'Toole & Sons Inc T	Stamford
<b>High Frequency Alternators</b>		<b>Jig Grinder</b>		<b>Lithographing</b>	
Electric Specialty Co	Stamford	Moore Special Tool Co (Moore)	Bridgeport	City Printing Co, The	New Haven
<b>Highway Guard Rail Hardware</b>		Pratt & Whitney Co Inc	West Hartford	Kellogg & Bulkeley A Division of Printers Inc	Connecticut
Malleable Iron Fittings Co	Brantford	<b>Junior Automobiles</b>		Lehman Brothers Inc	Hartford
<b>Hinges</b>		Power Car Company	Mystic	A. D. Steinbach & Sons	New Haven
Homer D Bronson Company	Beacon Falls	<b>Keller Machines</b>		<b>Locks—Banks</b>	
<b>Hobs and Hobbings</b>		Pratt & Whitney Co Inc	West Hartford	Yale & Towne Mfg Co The	Stamford
ABA Tool & Die Co	Manchester	<b>Key Blanks</b>		<b>Locks—Builders</b>	
Pratt & Whitney Co Inc (Die and Thread milling)	West Hartford	Sargent & Company	New Haven	Sargent & Company	New Haven
<b>Hoists and Trolleys</b>		Yale & Towne Mfg Co The	Stamford	Yale & Towne Mfg Co The	Stamford
Union Mfg Company	New Britain	<b>Labels</b>		<b>Locks—Cabinet</b>	
<b>Honing</b>		Naugatuck Chemical Division United States Rubber Co (for rubber articles)	Naugatuck	Excelsior Hardware Co The	Stamford
K-F & D Mfg Company The	Manchester	<b>Label Dispensers</b>		Yale & Towne Mfg Co The	Stamford
<b>Hose Fittings</b>		Derby Sealers Inc (pressure-sensitive labels)	Derby	<b>Locks—Special Purpose</b>	
Scovill Manufacturing Company	Waterbury	<b>Label Moisteners</b>		Yale & Towne Mfg Co The	Stamford
<b>Hose—Flexible Metallic</b>		Better Packages Inc ("Counterboy"—"Packer")	Shelton	<b>Locks—Suitcase and Trimmings</b>	
American Brass Co	Waterbury	Derby Sealers Inc	Derby	Excelsior Hardware Co The	Stamford
American Metal Hose Branch	Waterbury	<b>Laboratory Equipment</b>		<b>Locks—Trunk</b>	
<b>Hose Supporter Trimmings</b>		Eastern Industries Inc	New Haven	Excelsior Hardware Co The	Stamford
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport	<b>Laboratory Supplies</b>		Yale & Towne Mfg Co The	Stamford
Polecata Inc	Old Saybrook	Macalaster Bicknell Company	New Haven	<b>Locks—Zipper</b>	
<b>Hospital &amp; Rehabilitation Equipment</b>		<b>Laces</b>		Excelsior Hardware Co The	Stamford
Eis Manufacturing Co	Middletown	American Fabrics Company The	Bridgeport	<b>Loom—Non-Metallic</b>	
<b>Hypodermic Needles</b>		Wilcox Lace Corporation The	Middletown	Wiremold Company The	Hartford
Rohr Products Company	Waterbury	<b>Laces and Nettings</b>		<b>Lubricants—Extreme Temperatures</b>	
<b>Impregnating</b>		Wilcox Lace Corporation The	Middletown	Alpha Molykote Corp	Stamford
American Metaseal Inc (metal, wood etc.)	Hamden	<b>Lacquers &amp; Synthetic Enamels</b>		<b>Lubricants—High Pressure</b>	
<b>Industrial Chrome Plating</b>		Chemical Coatings Corporation	Rocky Hill	Alpha Molykote Corp	Stamford
Mirror Polishing & Buffing Co	Waterbury	I-Sis Chemicals Inc	Stamford	<b>Lubricating System—Mist</b>	
<b>Industrial Displays</b>		<b>Ladders</b>		Thompson & Son Co The Henry G	New Haven
Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach	Flint Co A W	New Haven	<b>Lumber &amp; Millwork Products</b>	
<b>Industrial Finishes</b>		<b>Laminated Metal</b>		City Lumber Co of Bridgeport Inc	Bridgeport
Chemical Coatings Corporation	Rocky Hill	Bridgeport Brass Company	Bridgeport	<b>Machetes</b>	
<b>Inks</b>		<b>Lamps</b>		Collins Company The	Collinsville
Waterman Pen Company Inc	Seymour	Plume & Atwood Mfg Co The (metal oil)	Waterbury	<b>Machine Design</b>	
<b>Insecticides</b>		<b>Lampholders—Incandescent and Fluorescent</b>		Black Rock Mfg Co The	Bridgeport
American Cyanamid Company	Waterbury	General Electric Company	Bridgeport	<b>Machine Overload Monitors</b>	
<b>Installation Payment Books</b>		Verplex Company The	Essex	Sperry Products Inc	Danbury
Wassell Organization Inc	Westport	<b>Lanterns—Battery Operated</b>		<b>Machine Shop Fabrication</b>	
		Electrical Div Olin Mathieson Chemical Corp	New Haven	Smith & Winchester Mfg Co The	South Windham (Advt.)



**Machine Tools**  
Farrel-Birmingham Company Inc Ansonia  
Pratt & Whitney Co Inc West Hartford  
Producto Machine Company The Bridgeport

**Machine Work**  
Banthin Engineering Co Bridgeport  
Black Rock Mfg Co The Bridgeport  
Farrel-Birmingham Company Inc Ansonia  
Fenn Manufacturing Company The (precision parts) Newington  
Fuller Brush Company The (precision contract work) Hartford  
Hartford Special Machinery Co The (contract work only) Hartford  
National Sheradizing & Machine Co. (job) Hartford  
New Haven Trap Rock Co The Machine Products Div North Branford  
Parker-Hartford Corporation Hartford  
Swan Tool & Machine Co The Hartford  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington  
Torrington Co The Torrington

**Machinery**  
Conn Machine Repair Inc Bridgeport  
(special mfg)  
Davis Electric Company (Wire and Cable) Wallingford  
Fenn Manufacturing Company The (special) Newington  
Hallden Machine Company The (mill) Thomaston  
Torrington Manufacturing Co The (mill) Torrington

**Machinery—Automatic**  
Banthin Engineering Company (new and rebuilt) Bridgeport

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**  
Rotwinik Brothers New Haven  
Bristol Metal Working Equipment East Hartford  
Conn Machine Repair Inc Bridgeport  
J L Lucas and Son Fairfield  
State Machinery Co Inc New Haven

**Machinery—Extruding**  
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

**Machinery—Metal-Working**  
Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury  
Pratt & Whitney Co Inc West Hartford

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**  
Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Rebuilding**  
Conn Machine Repair Inc Bridgeport

**Machinery—Wire Straightening**  
Mettiler Machine Tool Inc New Haven

**Machinery—Wire Straightening and Cutting**  
Mettiler Machine Tool Inc New Haven

**Machines**  
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport  
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport  
Patent Button Company The Waterbury

**Machines Automatic**  
Globe Tapping Machine Co Bridgeport

**Machines—Automatic Chucking**  
New Britain-Gridley Machine Division  
The New Britain Machine Co. (multiple spindle and double end) New Britain  
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

**Machines—Brushing**  
Fuller Brush Co The Hartford

**Machines—Draw Benches**  
Fenn Manufacturing Company The Newington

**Machines—Forming**  
Nilson Machine Company The A H (four-slide wire and ribbon stock) Shelton

**Machines—Paper Ruling**  
John McAdams & Sons Inc Norwalk

**Machines—Precision Boring**  
New Britain-Gridley Machine Division  
The New Britain Machine Co. New Britain

**Machines—Rolling**  
Fenn Manufacturing Company The Newington

**Machines—Slotting**  
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

**Machines—Special**  
Fenn Mfg Co The Newington  
Fuller Brush Co The Hartford

**Machines—Swaging**  
Fenn Manufacturing Company The Newington  
Torrington Co The Torrington

**Machines—Thread Rolling**  
Hartford Special Machinery Co The Hartford  
Peterson Division Mettler Machine Tool Inc New Haven  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machines—Turks Head**  
Fenn Manufacturing Company The Newington

**Machines—Wire Drawing**  
Fenn Manufacturing Company The Newington

**Machining—Horizontal Boring**  
Tucker Machine Co New Haven

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Manicure Instruments**  
W E Bassett Company The Derby

**Marine Equipment**  
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

**Marine Reserve Gears**  
Snow-Nabstedt Gear Corp The New Haven

**Marking Devices**  
Cooney Engraving Co Branford  
Hoggson & Pettis Mfg Co The New Haven  
Parker-Hartford Corporation (steel) Hartford

**Marking Tools**  
Parker-Hartford Corporation Hartford

**Masonry Products**  
Plasticrete Corp Hamden, Hartford,  
North Haven, Waterbury, Willimantic

**Materials Handling**  
Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) Unionville  
Parsons Co Inc W A (tote pans) Durham

**Mats—Newspaper**  
Lockwood Sons Inc Wm H Hartford

**Mattresses**  
Waterbury Mattress Co Waterbury

**Metal Boxes**  
Durham Mfg Co Durham  
Parsons Co Inc W A (tool kits) Durham

**Metal Boxes and Displays**  
Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham  
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham  
Middletown Mfg Co Middletown

**Metal Cleaners**  
Apothecaries Hall Company Division  
The Hubbard Hall Chemical Company Waterbury  
Enthone Inc New Haven  
MacDermid Incorporated Waterbury

**Metal Finishes**  
Enthone Inc New Haven  
Mitchell-Bradford Chemical Co Milford

**Metal Finishing**  
Hartford Industrial Finishing Co Hartford  
National Sheradizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

**Metal Formings**  
Master Engineering Company West Cheshire  
Stanley Pressed Metal New Britain

**Metallurgists**  
Bridgeport Testing Laboratory Inc Bridgeport

**Metal Mouldings**  
Leed Co The H A Hamden

**Metal Novelties**  
H C Cook Co The Ansonia

**Metal Products—Stampings**  
American Brass Company The Waterbury  
Plume & Atwood Manufacturing Co Waterbury

Prentice Mfg Co The G E Thomaston  
J H Sessions & Son Bristol  
Scovill Manufacturing Company (Made-to-Order) Waterbury  
Stanley Pressed Metal New Britain

**Metal Specialties**  
Excelsior Hardware Co The Stamford  
Torrington Co The Torrington

**Metal Spinning**  
Moseley Metal Crafts Inc West Hartford

**Metal Stampings**  
American Brass Company The Waterbury  
Better Formed Metals Inc Waterbury  
Cly-Del Manufacturing Co. Waterbury  
DooVal Tool & Mfg Inc The Naugatuck  
Excelsior Hardware Co The Stamford  
Greist Mfg Co The New Haven  
H C Cook Co The Ansonia  
Stanley Humason Inc Forestville  
Mohawk Mfg Co (threaded) Middletown  
North & Judd Manufacturing Co New Britain  
J A Otterbein Company The (metal fabrications) Middletown  
J H Sessions & Son Bristol  
Patent Button Co The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Saling Manufacturing Company Unionville  
Stanley Pressed Metal New Britain  
Swan Tool & Machine Co The Hartford  
Terryville Manufacturing Co Terryville  
Waterbury Companies, Inc. Waterbury  
Waterbury Lock & Specialty Co The Milford

**Meters—Gas**  
Sprague Meter Company Bridgeport

**Meters—Parking**  
Rhodes Inc M H Hartford

**Microfilming**  
American Microfilming Service Co. New Haven  
Cine-Video Productions Inc Milford

**Milk Bottle Carriers**  
John P Smith Co The New Haven

**Mill Machinery**  
Torrington Manufacturing Company The Torrington

**Milling Machines**  
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Mill Products**  
Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

**Mill Supplies**  
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

**Millwork**  
Hartford Builders Finish Co Hartford

**Miniature Precision Connectors**  
Gorn Electric Co Stamford

**Minute Minders**  
Lux Clock Mfg Co The Waterbury

**Mirror Rosettes and Hangers**  
Waterbury Companies Inc Waterbury

**Mixing Equipment**  
Easter Industries Inc New Haven

**Model Work**  
B & N Tool & Engineering Co (instruments and timing devices) Thomaston  
Conn-Craft Co. (Architectural and Industrial) Waterbury

**Mops**  
Fuller Brush Co The Hartford (Adv.)



# I T ' S M A D E I N C O N N E C T I C U T

<b>Motion Picture Equipment</b>	
Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors film splicers and rewinders)	Plainville
<b>Motion Pictures</b>	
Cine-Video Productions Inc	Milford
<b>Motor—Generator Sets</b>	
Electric Specialty Co	Stamford
<b>Motors—Electric Timing</b>	
Cramer Controls Corporation The	Centerbrook
<b>Motors—Hysteresis Synchronous</b>	
Beau Electronics	Waterbury
<b>Motors—Synchronous</b>	
Cramer Controls Corporation The	Centerbrook
Electric Specialty Co	Stamford
<b>Moulded Plastic Products</b>	
Butterfield Inc T F	Naugatuck
Patent Button Co The	Waterbury
Scott & Sons Mfg Co Geo S	Wallingford
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	Watertown
<b>Mouldings</b>	
Himmel Brothers Co The (architectural, metal and store front)	Hamden
<b>Moulds</b>	
ABA Tool & Die Co	Manchester
Hogston & Pettis Mfg Co The	New Haven
<b>Name Plates</b>	
Cann-Craft Co. (Metal and Plastic)	Waterbury
Cooney Engraving Co	Branford
Seton Name Plate Co (metal & plastic name plates and identification tags)	New Haven
<b>Napper Clothing</b>	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
<b>Nettings</b>	
Wilcox Lace Corp The	Middletown
<b>Newspaper Mats</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Nickel Anodes</b>	
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Seymour Manufacturing Co. The	Seymour Waterbury
<b>Nickel Silver</b>	
American Brass Company The	Waterbury
Bridgeport Brass Company The	Bridgeport
Plume & Atwood Mfg Co The	Thomaston
Seymour Mfg Co The	Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Western Brass Mills Div Olin Mathieson Chem- ical Corp (sheet, strip)	New Haven
<b>Nickel Silver Ingot</b>	
Whipple and Choate Company The	Bridgeport
<b>Night Latches</b>	
Sargent & Company	New Haven
Yale & Towne Mfg Co Inc	Stamford
<b>Nitriding</b>	
Hartford Machine Screw Company	Hartford
<b>Non-ferrous Metal Castings</b>	
Miller Company The	Meriden
<b>Nuts, Bolts and Washers</b>	
Clark Brothers Bolt Co	Milford
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Torrington Co The	Torrington
<b>Office Equipment</b>	
Pitney-Bowes Inc	Stamford
Underwood Corporation Bridgeport & Hartford Wassell Organization Inc	Hartford Westport
<b>Office Printing</b>	
Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford
<b>Offset Printing</b>	
City Printing Co. The	New Haven
<b>Oil Burners</b>	
Miller Company The (domestic)	Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)	Stamford
Silent Gow Oil Burner Corp The	Hartford
<b>Oil Tanks</b>	
Norwalk Tank Co The (550 to 30M gals, under- writers above and under ground)	South Norwalk
Whitlock Manufacturing Co The	Hartford
<b>Oils—Cutting</b>	
Anderson Oil and Chemical Company, Inc.	Portland
<b>Optical Cores &amp; Ingots</b>	
Plume & Atwood Mfg Co The	Thomaston
<b>Otis Woven Awning Stripes</b>	
The Falls Company	Norwich
<b>Ovens—Electric</b>	
Bauer & Company Inc	Hartford
<b>Packaging—Engineering</b>	
Commerce Packaging Corp	Stamford
National Export Corp. (Military and Commer- cial—equipped for domestic and export pack- aging, canning, crating and shipping)	New Haven
<b>Packaging &amp; Packing</b>	
Commerce Packaging Corp	Stamford
Mercer & Stewart Co The	Hartford
<b>Packing</b>	
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)	Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet)	Bridgeport
<b>Padlocks</b>	
Sargent & Company	New Haven
Waterbury Lock & Specialty Co The	Milford
Yale & Towne Mfg Co Inc	Stamford
<b>Pads—Office</b>	
The Baker Goodyear Company	Branford
<b>Paints</b>	
Tredennick Paint Manufacturing Co The	Meriden
<b>Paints and Enamels</b>	
Staminate Corp The	New Haven
<b>Panelite</b>	
Leed Co The H A	Hamden
<b>Panta</b>	
Moore Special Tool Co (crush wheel dresser)	Bridgeport
<b>Pantographic Reproduction &amp; Fabrication</b>	
Cann-Craft Co. (Metals, Plastics and Wood)	Waterbury
<b>Paperboard</b>	
Continental Can Co., Boxboard and Folding Carton Division	Montville
Federal Paper Board Co Inc	New Haven
New Haven Board & Carton Co The	Montville
Robertson Paper Box Co	Montville
<b>Paper Boxes</b>	
Atlantic Carton Corp (folding)	Norwich
National Folding Box Co Div Federal Paper Board Co Inc (folding)	New Haven
Mills Inc H J	Bristol
New Haven Board & Carton Co The	New Haven
Robertson Paper Box Co (folding)	Montville
<b>Paper Boxes—Folding and Setup</b>	
Bridgeport Paper Box Company	Bridgeport
M Backers' Sons Inc	Wallingford
<b>Paper Clips</b>	
H C Cook Co The (steel)	Ansonia
<b>Paper Mill Machinery</b>	
Farrel-Birmingham Company Inc	Ansonia
<b>Paper—Shredded</b>	
Nielsen & Sons Inc John R	South Windsor
<b>Paper Tubes and Cores</b>	
Sonoco Products Co (Climax-Lowell)	Div Mystic
<b>Parallel Tubes</b>	
Sonoco Products Co (Climax-Lowell)	Div Mystic
<b>Parking Meters</b>	
Rhodes Inc M H	Hartford
<b>Parts</b>	
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	Waterbury Torrington
<b>Pattern-Makers</b>	
Farrel-Birmingham Company Inc	Ansonia
<b>Pattern Shop</b>	
Smith & Winchester Mfg Co The	South Windham
<b>Penlights</b>	
Bridgeport Metal Goods Mfg Co	Bridgeport
<b>Pet Furnishings</b>	
Andrew B Hendrix Co The	New Haven
<b>Phosphor Bronze</b>	
American Brass Company The	Waterbury
Bridgeport Brass Company	Bridgeport
Miller Company The (sheets, strips, rolls)	Meriden
Seymour Mfg Co The	Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Western Brass Mills Div Olin Mathieson Chem- ical Corp (sheets, strip)	New Haven
<b>Phosphor Bronze Ingots</b>	
Whipple and Choate Company The	Bridgeport
<b>Photo Engraving</b>	
Dowd Wyllie & Olson Inc	Hartford
Wilcox Photo Engraving Co Inc	New Haven
<b>Photocopy Equipment and Supplies</b>	
Ludwig Inc F G	Old Saybrook
<b>Photographic Equipment</b>	
Electrical Div Olin Mathieson Chemical Corp	New Haven
Kalart Company Inc	Plainville
<b>Piano Repairs</b>	
Pratt Read & Co Inc (keys and action)	Ivoryton
<b>Piano Supplies</b>	
Pratt Read & Co (keys and actions, backs, plates)	Ivoryton
<b>Pillow Blocks</b>	
New Departure Div of General Motors (ball)	Bristol
<b>Pins</b>	
CEM Company ("Spirol")	Danielson
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Torrington Co The (Dowel & Taper)	Torrington
<b>Pipe</b>	
American Brass Co The (brass and copper)	Waterbury
Chase Brass & Copper Co (red brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
<b>Pipe Fittings</b>	
Malleable Iron Fittings Co	Branford
<b>Pipe Plugs</b>	
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Holo-Krome Screw Corporation The (counter- sunk)	West Hartford
<b>Pipe Plugs—Socketed</b>	
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Holo-Krome Screw Corp The	West Hartford
<b>Pistols &amp; Revolvers</b>	
Colt's Patent Fire Arms Mfg Co Inc	Hartford
<b>Plastic Bottles</b>	
Plax Corporation	Bloomfield
<b>Plastic Buttons</b>	
Frank Parizek Manufacturing Co The	West Willington
Patent Button Co The	Waterbury
<b>Plastic Engraving</b>	
Cann-Craft Co.	Waterbury
New England Engraving Co Div of Dura Plastics of New York Inc	Westport Lakeville
Salisbury Products Inc	Lakeville
<b>Plastic Extruders</b>	
Danielson Mfg Co The (nylon and other engi- neering plastics)	Danielson
Jessall Plastics Div of The Electric Storage Battery Co	Kensington
<b>Plastic Fabrication</b>	
Cann-Craft Co.	Waterbury
Dura Plastics of New York, Inc.	Westport
Fabricon Corp	Unionville
Salisbury Products Inc	Lakeville
<b>Plastic Film &amp; Sheet Materials</b>	
Gilman Brothers Co The	Gilman
Flax Corporation	Bloomfield
<b>Plastic Forming</b>	
Dura Plastics of New York, Inc.	Westport
<b>Plastic Lining Equipment</b>	
Enthone Inc	New Haven
<b>Plastic Machinery</b>	
Black Rock Mfg Co The	Bridgeport
<b>Plastic Material</b>	
Dura Plastics of New York, Inc. (sheet, rod & tube)	Westport
<b>Plastic Molders</b>	
Plastic Molding Corporation	Sandy Hook
<b>Plastic Molding</b>	
Butterfield Inc T F	Naugatuck
U S Plastic Molding Corporation	Wallingford
<b>Plastic Moulders</b>	
Cann Plastics	Waterbury
Danielson Mfg Co The (nylon and other engi- neering plastics)	Danielson
Engineered Plastics, Inc.	Watertown
Scott & Sons Mfg Co Geo S	Wallingford
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	Watertown
<b>Plastic Pipe and Fittings</b>	
Colonial Blower Co	Plainville
Danielson Mfg Co The (nylon and other engi- neering plastics)	Danielson
Enthone Inc	New Haven
<b>Plastic Printing Plates</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Plastic Rod</b>	
Danielson Mfg Co The (nylon and other engi- neering plastics)	Danielson
<b>Plastic Tape</b>	
Danielson Mfg Co The (nylon and other engi- neering plastics)	Danielson

**Plastic Tubing**  
 Danielson Mfg Co The (nylon and other engineering plastics) Danielson  
**Plastic Wire Coating Materials**  
 Electronic Rubber Co Stamford

**Plastics**  
 Naugatuck Chemical Division United States Rubber Co Naugatuck (Advt.)

**Plastics Machinery**  
 Farrel-Birmingham Company Inc Ansonia

**Plastics—Moulds & Dies**  
 Crown Tool & Die Co Inc Bridgeport

**Plasticrete Bloc**  
 Plasticrete Corp Hamden, Hartford, North Haven, Waterbury, Willimantic

**Platers**  
 Acme Chromium Plating Co. New Haven  
 Christie Plating Co Groton  
 Chromium Process Company The (Chromium Plating only) Shelton  
 Patent Button Co The Waterbury  
 Water Plating Company Waterbury

**Platers' Equipment**  
 Apothecaries Hall Company Waterbury  
 Enthone Inc New Haven  
 Lea Manufacturing Co The Waterbury  
 MacDermid Incorporated Waterbury

**Platers Metal**  
 Plume & Atwood Mfg Co The Thomaston

**Plating**  
 Christie Plating Co The (including lead plating) Groton  
 Giering Metal Finishing Inc Hamden  
 Superior Plating Co Bridgeport  
 Tec-Plate Inc Windsor Locks

**Plating Processes and Supplies**  
 Enthone Inc New Haven  
 Seymour Manufacturing Co. The Seymour  
 State Testing Laboratory Inc (plating analyses) Bridgeport

**Plumbers' Brass Goods**  
 Keeney Mfg Co The (special bends) Newington  
 McGuire Mfg. Co. Waterbury  
 Scovill Manufacturing Company Waterbury

**Plumbing Specialties**  
 Risdon Manufacturing Co John M Russell Div Naugatuck

**Pneumatic Conveyors**  
 Spencer Turbine Co., The Hartford

**Pole Line Hardware**  
 Malleable Iron Fittings Co Branford

**Police Equipment**  
 The Smith-Worthington Saddery Co Hartford

**Polishing**  
 C & E Metal Finishing Co Hartford  
 Mirror Polishing & Buffing Co Waterbury

**Postage Meters**  
 Pitney Bowes Inc Stamford

**Potentiometers—Electronic**  
 Bristol Company The Waterbury

**Precision Machine Tool Spindles**  
 Whitton Manufacturing Co (for milling, grinding, boring & drilling) Farmington

**Precision Manufacturing**  
 Hartford Machine Screw Co Div of Standard Screw Co Hartford  
 Torrington Co The Torrington

**Precision Revolving Machinery**  
 Whiton Manufacturing Co Farmington

**Precision Sheet Metal Fabrication**  
 Milford Fabricating Co Milford

**Precision Springs & Wire Forms**  
 Rowley Spring Co Inc The Bristol

**Premium Specialties**  
 Waterbury Companies Inc Waterbury

**Preservatives—Wood, Rope, Fabric**  
 Darworth Incorporated ("Cuprinol") ("Cellu-san") Simsbury

**Pressboard**  
 Case & Risley Press Paper Co (genuine) Oneco

**Press Papers**  
 Case Brothers Inc Manchester

**Presses**  
 Farrel-Birmingham Company Inc (Hydraulic) Ansonia

**Presses—Power**  
 Pneumatic Applications Co The (modernisation of presses through conversion to Wichita Air Clutch operation) Simsbury  
 Waterbury Farrel Foundry & Machine Co The Waterbury

**Pressure Vessels**  
 Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk  
 Whitlock Manufacturing Co The Hartford

**Printing**  
 Allied Printing Service Inc Manchester  
 Bussmann Press Inc New Haven  
 Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford  
 City Printing Co. The New Haven  
 Finlay Brothers Hartford  
 Heminway Corporation The Waterbury  
 Hildreth Press Bristol  
 Hunter Press Hartford  
 Lehman Brothers Inc New Haven  
 Miller-Johnson, Inc. Meriden  
 Taylor & Greenough Co The Wethersfield  
 T B Simonds Inc Hartford  
 A D Steinbach & Sons New Haven  
 The Walker-Rackliff Company New Haven

**Printing Machinery**  
 Bantlin Engineering Co (automatic) Bridgeport

**Printing Plates**  
 Lockwood Sons Inc Wm H Hartford

**Printing Rollers**  
 Chambers-Storek Company Inc The (engraved) Norwich

**Printing—Silk Screen**  
 Ad-Craft Displays, Inc. Bloomfield

**Production Control Equipment**  
 Ripley Company Inc Middletown  
 Wassell Organization Inc Westport

**Profilers**  
 Pratt & Whitney Co Inc West Hartford

**Propellers—Aircraft**  
 Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks

**Protective Coatings**  
 Harrison Company The A S (Waxes) South Norwalk

**Publishers**  
 O'Toole & Sons Inc The Stamford

**Pumps**  
 Sumo Pumps Inc (Deep-well electro-submersible) Stamford  
 Yale & Towne Mfg Co The Stamford

**Pumps—Small Industrial**  
 Eastern Industries Inc New Haven

**Punches**  
 Hoggson & Pettis Mfg Co The (ticket & cloth) New Haven

**Putty Softeners—Electrical**  
 Fletcher Terry Co The Forestville

**Pyrometers**  
 Bristol Co The (recording and controlling) Waterbury

**Radiation—Finned Copper**  
 Bush Manufacturing Co West Hartford  
 G & O Manufacturing Company The New Haven  
 Vulcan Radiator Co The (steel and copper) Hartford

**Radiators—Engine Cooling**  
 G & O Manufacturing Co New Haven

**Ratchet Offset Screw Driver**  
 Chapman Co J W Durham

**Rayon Staple Fiber**  
 Hartford Rayon Corp The Rocky Hill

**Reamers**  
 Atrax Company The (solid carbide) Newington  
 Pratt & Whitney Co Inc (All types) West Hartford  
 Pratt & Whitney Co Inc (all types carbide and HSS) West Hartford

**Record Equipment**  
 Wassell Organization Inc (filing equipment) Westport

**Recorders**  
 Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

**Reduction Gears**  
 Farrel-Birmingham Company Inc Ansonia  
 Snow-Nabstedt Gear Corp The New Haven

**Refractories**  
 Howard Company New Haven  
 Mullite Works Refractories Div H K Porter  
 Co Inc Shelton

**Refrigeration**  
 Dunham-Bush Inc West Hartford

**Research & Development**  
 Raymond Engineering Laboratories (Electro-Mechanical) Middletown  
 State Testing Laboratory Inc (chemical/physical testing) Bridgeport

**Resistance Wire**  
 C O Jeliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) Southport  
 Kanathal Corporation The Stamford

**Respirators**  
 American Optical Company Safety Products Division Putnam

**Retainers**  
 Hartford Steel Ball Co The (bicycle & automotive) Hartford

**Rigid Plastic Sheet Material**  
 Gilman Brothers Company The Gilman

**Riveting Machines**  
 Grant Mfg & Machine Co The Bridgeport  
 Linley Brothers Company Bridgeport  
 Ripley Company Inc Middletown  
 H P Townsend Manufacturing Co The Elmwood

**Rivets**  
 Clark Brothers Bolt Co Milldale  
 Plume & Atwood Mfg Co The Thomaston  
 Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport  
 Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

**Rods**  
 American Brass Company The (copper, brass, bronze) Waterbury  
 Bridgeport Brass Company Bridgeport  
 Bristol Brass Corp The (brass and bronze) Bristol  
 Scovill Manufacturing Company (aluminum, brass, bronze, etc.) Waterbury

**Rollers—Bituminous Paving**  
 Gabb Special Products Div E Horton & Son Company Windsor Locks

**Roller Skate Wheels**  
 Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Rolling Mills & Equipment**  
 Farrel-Birmingham Company Inc Ansonia  
 Fenn Mfg Co The Newington  
 Precision Methods & Machines Inc Waterbury  
 Waterbury Farrel Foundry & Machine Co The Waterbury

**Rolls**  
 Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia

**Roofing**  
 Lurie Inc A Bloomfield

**Rotary Files**  
 Atrax Company The (carbide) Newington

**Rotors**  
 Atrax Company The (solid carbide) Newington

**Rubber Chemicals**  
 Naugatuck Chemical Division United States Rubber Co Naugatuck  
 Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

**Rubber Cutting Machinery**  
 Black Rock Mfg Co The Bridgeport

**Rubberized Fabrics**  
 Duro-Gloss Rubber Co The New Haven

**Rubber Footwear**  
 Goodyear Rubber Co The Middletown

**Rubber Gloves**  
 Seamless Rubber Company The New Haven

**Rubber—Handmade Specialties**  
 Seamless Rubber Company The New Haven

**Rubber Latex Compounds and Dispersions**  
 Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

**Rubber Mill Machinery**  
Farrel-Birmingham Company Inc Ansonia

**Rubber—Molded Specialties**  
Airex Rubber Prod Corp Portland  
Bond Rubber Corporation Derby  
Seamless Rubber Company The New Haven

**Rubber Products**  
Airex Rubber Prod Corp Portland

**Rubber Printing Plates**  
ADS Inc Div CSW Plastic Types Inc Hartford  
Lockwood Sons Inc Wm H Hartford

**Rubber Products—Mechanical**  
American Felt Co Glenville  
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown  
Seamless Rubber Company The New Haven

**Rubber—Reclaimed**  
Naugatuck Chemical Division United States Rubber Co Naugatuck

**Rubbers**  
Naugatuck Chemical Div U S Rubber Co (synthetic rubbers and latex) Naugatuck

**Rubbish Burners**  
John P Smith Co The New Haven

**Rust Preventives**  
Anderson Oil and Chemical Company, Inc Portland  
Enthone Inc New Haven

**Rust Removers**  
Enthone Inc New Haven

**Saddlery**  
The Smith-Worthington Saddlery Co Hartford

**Safety Belts**  
Russell Mfg Co Middletown

**Safety Clothing**  
American Optical Company Safety Products Division Putnam

**Safety Fuses**  
Ensign-Bickford Co The (mining & detonating) Simsbury

**Safety Gloves and Mittens**  
American Optical Company Safety Products Division Putnam

**Safety Goggles**  
American Optical Company Safety Products Division Putnam

**Saw Blades—Hack**  
Capewell Mfg Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saw Blades—Hack & Band**  
Capewell Manufacturing Company Hartford

**Saws, Band, Metal Cutting**  
Atlantic Saw Mfg Co New Haven  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saws—Hole**  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Sawdust**  
Nielsen & Sons Inc John R (graded hardwood and softwood) South Windsor

**Scissors**  
Acme Shear Company The Bridgeport

**Screens**  
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford  
Norlee Aluminum Prod Corp Bloomfield

**Screw Caps**  
Weimann Bros Mfg Co The (small for bottles) Derby

**Screw Machines**  
H P Townsend Mfg Company The Elmwood

**Screw Machine Products**  
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington  
Apex Tool Co Inc The Bridgeport  
Auto Electric Screw Machine Co Inc Bridgeport  
Brown Manufacturing Co (up to 1½" capacity) New Britain  
Consolidated Industries West Cheshire  
Eastern Machine Screw Corp The New Haven  
Fairchild Screw Products Inc Winsted  
Franklin Screw Machine Co The (up to 1½" capacity) Hartford  
Garthwait Mfg Co A E (up to and incl ½") New Haven  
Greist Mfg Co The (up to 1½" capacity) New Haven  
Hartford Machine Screw Co Div of Standard Screw Co (up to 6" capacity) Hartford  
Horberg Grinding Industries Inc (heat treated and ground type only) Bridgeport

**Screw Machine Products (Cont.)**  
Stanley Humason Inc Forestville  
Independent Screw Machine Products (up to and incl 1½" capacity) Hartford  
Junior Screw Machine Products Inc West Haven  
Lowe Mfg Co The Wethersfield  
Main Screw Machine Products (davenport & automatics exclusively) Waterbury  
National Automatic Products Company The Berlin  
Nelson's Screw Machine Products Plantsville  
New Britain Machine Company The New Britain  
New Haven Screw Machine Prods Inc (up to 1½" capacity) Milford  
Newton Screw Machine Products Co Plainville  
Olson Brothers Company (up to ¾" capacity) Plainville  
Olson & Sons R P Southington  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company Waterbury  
United Screw Machine Co Thomaston  
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

**Screw Machine Tools**  
American Cam Company Inc (Circular Form Tools) Hartford  
Pratt & Whitney Co Inc Reamers, Taps, Dies, Blades and Knurls West Hartford  
Somma Tool Co (precision circular form tools) Waterbury

**Screws**  
Allen Manufacturing Company The Hartford  
American Screw Company Willimantic  
Atlantic Screw Works (wood) Hartford  
Bristol Company The (socket set and socket cap screws) Waterbury  
Clark Brothers Bolt Co Middletown  
Hartford Machine Screw Co Div of Standard Screw Co Hartford  
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford  
Scovill Manufacturing Company Waterbury  
Superior Manufacturing Co The Winsted  
Torrington Co The Torrington

**Screws—Socket**  
Allen Manufacturing Company The Hartford  
Bristol Co The Waterbury  
Hartford Machine Screw Co Div of Standard Screw Co Hartford  
Holo-Krome Screw Corp The West Hartford

**Sealing Tape Machines**  
Better Packages Inc ("Counterboy," "Tape-shooter," "Big Inch") Shelton  
Derby Sealers Inc (gummed and pressure-sensitive tapes) Derby

**Seals**  
Russell Mfg Co (for oven doors and fire bulkheads) Middletown

**Sewing Machines**  
Greist Mfg Co The (Sewing Machine attachments) New Haven  
Singer Manufacturing Company The (industrial) Bridgeport

**Sharpeners**  
Gorn Electric Co Inc (electric knife and scissors) Stamford

**Shaving Soaps**  
J B Williams Co The Glastonbury

**Shears**  
Acme Shear Co The (household) Bridgeport

**Sheet Metal Fabrications**  
Lurie Inc A Bloomfield

**Sheet Metal Products**  
American Brass Co The (brass and copper) Waterbury  
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham  
Parsons Co Inc W A (fabricators) Durham  
Plume & Atwood Mfg Co The Thomaston  
United Manufacturing Co Division of the W L Maxson Corp Hamden

**Sheet Metal Stampings**  
American Brass Company The Waterbury  
American Buckle Co The West Haven  
DooVal Tool & Mfg Inc The Naugatuck  
J H Sessions & Son Bristol  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

**Sheet Steel**  
Dolan Steel Company Inc Bridgeport

**Shell Cores**  
Victors Brass Foundry Inc Guilford

**Shell Molding**  
Victors Brass Foundry Inc Guilford

**Shells**  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury  
Wolcott Tool and Manufacturing Company Inc Waterbury

**Showcase Lighting Equipment**  
Wiremold Company The Hartford

**Signals**  
H C Cook Co The (for card files) Ansonia

**Signs**  
Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield  
Conn-Craft Co. (3 Dimensional, Plastic, Metal & Wood) Waterbury

**Silk Screen Process Printing**  
Ad-Craft Displays Inc Bloomfield  
Norton Co R H New Haven  
Sirocco Screen prints New Haven  
Stifel & Kufra Inc New Britain

**Silk Screening on Metal**  
Ad-Craft Displays Inc Bloomfield  
Merriam Mfg Co (Displays and Specialties, to order) Durham

**Silverware**  
Wallace Silversmiths, Inc. Wallingford

**Simulators**  
Reflectone Corporation The Stamford

**Sintered Metal Products**  
American Sinterings Div of Engineered Plastics Inc (Powder Metal Parts) Watertown  
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Sixing and Finishing Compounds**  
American Cyanamid Company Waterbury

**Slide Fasteners**  
G E Prentice Mfg Co The Kensington  
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

**Smoke Stacks**  
Bigelow Company The (steel) New Haven  
Norwalk Tank Co The South Norwalk

**Snap Fasteners**  
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Soap**  
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Sound Equipment**  
Venco Electronics Corporation New Haven

**Special Machinery**  
Banthin Engineering Company (complete and/or parts) Bridgeport  
Black Rock Mfg Co The Bridgeport  
Boesch Mfg Co Inc Danbury  
Farrel-Birmingham Company Inc Ansonia  
Federal Machine & Tool Co Bristol  
Fenn Mfg Co The Newington  
Hartford Special Machinery Co The Hartford  
H P Townsend Mfg Company The Elmwood  
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford  
Swan Tool & Machine Co The Hartford  
Tucker Machine Co New Haven

**Special Parts**  
Fenn Mfg Co The Newington  
Greist Mfg Co The (small machines, especially precision stampings) New Haven  
J H Sessions & Son Bristol  
Torrington Co The Torrington

**Spinnings**  
Gray Manufacturing Company The Hartford

**Spline Milling Machines**  
Townsend Mfg Co The H P Elmwood

**Spotwelding**  
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

**Spray Painting Equipment and Supplies**  
Lea Manufacturing Co The Waterbury

**Spring Coiling Machines**  
Torrington Manufacturing Co The Torrington

**Spring Presses**  
Townsend Mfg Co The H P Elmwood

**Spring Units**  
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

**Spring Washers**  
Barnes Co The Wallace Div Associated Spring Corp Bristol

**Springs**  
Central Spring Co (Torsion and Double Torsion) Terryville

**Springs—Coil & Flat**  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Barrett Co William L Bristol  
Bristol Spring Manufacturing Co Plainville  
Foursome Manufacturing Co Bristol  
Newcomb Spring Corp The Southington  
New England Spring Mfg Co Unionville  
Peck Spring Co The Plainville  
Stanley Humason Inc Forestville

**Springs—Flat**  
Atlantic Precision Spring Co Forestville  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Bristol Spring Manufacturing Co Plainville  
Foursome Manufacturing Co Bristol  
Stanley Humason Inc Forestville  
New England Spring Mfg. Co. Unionville  
Peck Spring Co Plainville (Adv't.)



<b>Springs—Wire</b>	
Banner Spring Corporation	Hartford
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bernston Co J W	Plainville
Bristol Spring Manufacturing Co	Plainville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Foursome Manufacturing Co	Bristol
Stanley Humason Inc	Forestville
Newcomb Spring Corp The	Southington
New England Spring Mfg. Co.	Unionville
Peck Spring Co	Plainville
D R Templeman Co (coil and torsion)	Plainville
<b>Springs, Wire &amp; Flat</b>	
Peck Spring Co	Plainville
<b>Sprinklers</b>	
Scovill Manufacturing Company (GREEN SPOT)	Waterbury
<b>Stamped Metal Products</b>	
American Brass Company The	Waterbury
<b>Stampings</b>	
DooVal Tool & Mfg Inc The	Naugatuck
Foursome Manufacturing Co	Bristol
Plume & Atwood Mfg Co The (small)	Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	Waterbury
Stanley Pressed Metal	New Britain
<b>Stampings—Small</b>	
Acme Shear Co The	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barrett Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Greist Manufacturing Co The	New Haven
Stanley Humason Inc	Forestville
Wire Form Inc	Milldale
<b>Stamps</b>	
Hoggson & Pettis Mfg Co The (steel)	New Haven
Parker-Hartford Corporation (steel)	Hartford
Schwab & Company (steel)	Bridgeport
<b>Stationery Specialties</b>	
American Brass Company The	Waterbury
<b>Steel Castings</b>	
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings)	Hartford
Mallenbeck Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
<b>Steel—Cold Rolled Spring</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Detroit Steel Corporation	Hamden
<b>Steel—Cold Rolled Stainless</b>	
Seymour Manufacturing Co. The	Seymour
Ulrich Stainless Steels	Wallingford
Wallingford Steel Company	Wallingford
<b>Steel—Cold Rolled Strip</b>	
Detroit Steel Corporation	Hamden
Stanley Works The	New Britain
<b>Steel—Cold Rolled Strip and Sheets</b>	
Detroit Steel Corporation	New Haven
Wallingford Steel Company	Wallingford
<b>Steel Goods</b>	
Merriam Mfg Co (sheets products to order)	Durham
<b>Steel—Ground Flat Stock</b>	
Thompson & Son Co The Henry G	New Haven
<b>Steel Rolling Rules</b>	
Waterbury Lock & Specialty Co The	Millford
<b>Steel Stamps</b>	
Cooney Engraving Co	Branford
<b>Steel Strapping</b>	
Stanley Works The	New Britain
<b>Stereotypes</b>	
New Haven Electrotypes Div	Electrographic Corp
H C Thompson Clock Co the	Bristol
<b>Storage Batteries</b>	
R A E Storage Battery Mfg Co	Glastonbury
<b>Straps, Leather</b>	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown
<b>Strip Steel</b>	
Dolan Steel Company Inc	Bridgeport
<b>Structural Mouldings</b>	
Leed Co The H A	Hamden
<b>Studio Couches</b>	
Waterbury Mattress Co	Waterbury
<b>Super Refractories</b>	
Mullite Works Refractories Div H K Porter Co Inc	Shelton
<b>Surface Metal Raceway &amp; Fittings</b>	
Wiremold Company The	Hartford
<b>Surgical Dressings</b>	
Acme Cotton Products Co Inc	East Killingly
Seamless Rubber Company The	New Haven
<b>Surgical Rubber Goods</b>	
Seamless Rubber Company The	New Haven
<b>Swaging Machinery</b>	
Fenn Mfg Co The	Newington
Torrington Co The	Torrington
<b>Sweeping Compounds</b>	
Nielsen & Sons Inc John R	South Windsor
<b>Switchboards Wire and Cables</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Switches—Electric</b>	
General Electric Company	Bridgeport
<b>Synthetic Fabrics</b>	
American Felt Co	Glenville
<b>Tableware—Stainless Steel</b>	
Wallace Silversmiths, Inc.	Wallingford
<b>Tableware—Sterling Silver</b>	
Wallace Silversmiths, Inc.	Wallingford
<b>Tabulating Equipment—Manual</b>	
Denominator Company Inc	Woodbury
Veeder-Root Incorporated	Hartford
<b>Tanks</b>	
Acme Welding Div United Tool & Die Co	West Hartford
Bigelow Company The (steel)	New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined)	New Haven
Colonial Blower Co (steel and alloy)	Plainville
Connecticut Welders Inc (steel, alloy & lined)	Wallingford
Enthone Inc	New Haven
King Co Alfred B (steel, alloy and lined)	North Haven
Norwalk Tank Co The	South Norwalk
Rolock Inc (Alloy)	Fairfield
Storts Welding Company (steel and alloy)	Meriden
<b>Tap Extractors</b>	
Walton Company The	West Hartford
<b>Tape</b>	
Russell Mfg Co (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding)	Middletown
<b>Tapes—Industrial Pressure Sensitive</b>	
Seamless Rubber Company The	New Haven
<b>Tape Machines</b>	
Better Packages Inc (Manual and electric models for case taping)	Shelton
Derby Sealers Inc (manual and electric models)	Derby
<b>Taps</b>	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
<b>Tarred Lines</b>	
Brownell & Co Inc	Moodus
<b>Telemetering Instruments</b>	
Bristol Co The	Waterbury
<b>Television—Radio</b>	
Junior Screw Machine Products Inc	West Haven
<b>Testers—Insulation</b>	
McNeal J D	New Haven
<b>Testers—Insulation Wire &amp; Cable</b>	
Davis Electric Company	Wallingford
<b>Testers—Nondestructive, Ultrasonic</b>	
Sperry Products Inc	Danbury
<b>Testing</b>	
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings)	Bridgeport
<b>Textile Printing Gums</b>	
Polymer Industries Inc	Springdale
<b>Textile Processors</b>	
Amerbelle Corporation	Rockville
<b>Thermometers</b>	
Bristol Co The (recording and automatic control)	Waterbury
Manning Maxwell & Moore Inc	Stratford
<b>Thin Gauge Metals</b>	
Plume & Atwood Mfg Co The	Thomaston
Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury
<b>Thread</b>	
American Thread Co The	Willimantic
Belding Heminway Corticelli	Putnam
<b>Thread Chasers</b>	
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven
<b>Thread Gages</b>	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
<b>Thread Milling Machines</b>	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
<b>Thread Rolling</b>	
Bland Burner Co The Thread Products Div	Hartford
<b>Thread Rolling Machinery</b>	
Hartford Special Machinery Co The	Hartford
Mettler Machine Tool Inc	New Haven
<b>Threading Machines</b>	
Grant Mfg & Machine Co The (double end automatic)	Bridgeport
<b>Timers, Interval</b>	
A W Haydon Co The	Waterbury
H C Thompson Clock Co The	Bristol
Cramer Controls Corporation The	Centerbrook
Rhodes Inc M H	Hartford
<b>Timing Devices</b>	
B & N Tool & Engineering Co (development and model work)	Thomaston
Cramer Controls Corporation The	Centerbrook
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
United States Time Corporation The	Waterbury
<b>Timing Devices &amp; Time Switches</b>	
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
M H Rhodes Inc	Hartford
<b>Tinning</b>	
Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
<b>Tires</b>	
Armstrong Rubber Company The	West Haven
<b>Tokens</b>	
Scovill Manufacturing Company (bus, street car and subway fare)	Waterbury
<b>Tool Bits</b>	
Thompson & Son Co The Henry G	New Haven
<b>Tool Chests</b>	
Vanderman Manufacturing Co The	Willimantic
<b>Tool Hardening</b>	
Commercial Metal Treating Co	Bridgeport
<b>Tools</b>	
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive)	Thomaston
Hoggson & Pettis Mfg Co The (rubber workers)	New Haven
141 Brewery St	New Haven
<b>Tools &amp; Dies</b>	
Metropolitan Tool & Die	Hartford
Moore Special Tool Co	Bridgeport
Swan Tool & Machine Co The	Hartford
<b>Tools, Dies &amp; Fixtures</b>	
Greist Mfg Co The	New Haven
<b>Tools, Dies, Jigs &amp; Fixtures</b>	
Lyons Tool & Die (modelwork, jig boring)	Meriden
Otterbein Co J A	Middletown
Telke Tool & Die Mfg Co	Kensington
<b>Tools, Fixtures, Gauges</b>	
Fredericks Tool Co J F	West Hartford
<b>Toroidal Winding Machines</b>	
Boesch Mfg Co Inc	Danbury
<b>Totalizers</b>	
Reflectone Corporation The	Stamford
<b>Toys</b>	
Geo S Scott Mfg Co The	Wallingford
Gilbert Co M E A C	New Haven
N N Hill Brass Co The	East Hampton
Waterbury Companies Inc	Waterbury
<b>Transformers</b>	
Monarch Electric Co (Allis Chalmers)	New Britain
<b>Trucks—Commercial</b>	
Metropolitan Body Company (International Harvester Truck chassis and "Metro" bodies)	Bridgeport
<b>Truck—Lift</b>	
Excelsior Hardware Co The	Stamford
<b>Trucks—Skid Platforms</b>	
Excelsior Hardware Co The (lift)	Stamford
<b>Tube Clips</b>	
H C Cook Co The (for collapsible tubes)	Ansonia
Weimann Bros Mfg Co The (for collapsible tubes)	Derby
<b>Tube Fittings</b>	
Scovill Manufacturing Company (UNIPLARE flared tube and LOXIT compression tube)	Waterbury
<b>Tubers</b>	
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp	Mystic (Advt.)



<b>Tubes—Collapsible Metal</b>	
Sheffield Tube Corp The	New London
<b>Tubing</b>	
American Brass Co The (brass and copper)	Waterbury
G & O Manufacturing Co (finned)	New Haven
Seovill Manufacturing Company (Brass and Copper)	Waterbury
Wallingford Steel Co The (stainless and super metals)	Wallingford
<b>Tubing—Flexible Metallic</b>	
American Brass Co Metal Hose Branch	Waterbury
<b>Tubing—Heat Exchanger</b>	
American Brass Company The	Waterbury
Seovill Manufacturing Company	Waterbury
<b>Tumbling Barrels and Accessories</b>	
Nielsen & Sons Inc John R	South Windsor
<b>Tumbling Equipment and Supplies</b>	
Eabec Barrel Finishing Corp	Byram
<b>Tumbling Service</b>	
Eabec Barrel Finishing Corp	Meriden
<b>Turntables</b>	
Macton Machinery Company Inc (Industrial & display)	Stamford
<b>Typewriters</b>	
Royal McBee Corp	Hartford
Underwood Corporation	Hartford
<b>Typewriters—Portable</b>	
Underwood Corporation	Hartford
<b>Typewriter Ribbons and Supplies</b>	
Royal McBee Corp	Hartford
Underwood Corporation	Hartford and Bridgeport
<b>Ultrasonic Processing Equipment</b>	
General Ultrasonics Co The	Hartford
<b>Underclearer Rolls</b>	
Sonoco Products Co (Climax-Lowell Div)	Mytic
<b>V-Belt Drives</b>	
Monarch Electric Co (Allis Chalmers)	New Britain
<b>Vacuum Bottles and Containers</b>	
American Thermos Products Co	Norwich
<b>Vacuum Cleaners</b>	
Electrolux Corporation	Old Greenwich
Spencer Turbine Co The	Hartford
<b>Valves—Aircraft</b>	
Bridgeport Thermostat Div Robertshaw-Fulton Controls Co	Millford
<b>Valves—Relief &amp; Control</b>	
Beaton & Caldwell Mfg Co	New Britain
<b>Valves—Safety &amp; Relief</b>	
Manning Maxwell & Moore Inc	Stratford
<b>Vanity Boxes</b>	
Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co	Thomaston
Seovill Manufacturing Company	Waterbury
<b>Varnishes</b>	
Staminite Corp The	New Haven
<b>Velvets</b>	
American Velvet Co (owned and operated by A Wimpfheimer & Bros Inc)	Stonington
Leiss Velvet Mfg Co Inc The	Willimantic
<b>Venetian Blinds</b>	
Findell Manufacturing Company	Manchester
Jennings Company The S Barry	New Haven
<b>Ventilating Systems</b>	
Colonial Blower Company	Plainville
Ventilating Supplies Inc	Plainville
<b>Vertical Shapers</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Vibrators—Pneumatic</b>	
Brantford Co The (Industrial)	New Haven
<b>Vinyl Extrusion &amp; Moulding Compounds</b>	
Electronic Rubber Co	Stamford
<b>Vises</b>	
Fenn Manufacturing Company The (Quick-Action Vises)	Newington
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic
<b>Wall Paper</b>	
Stamford Wall Paper Co Inc	Stamford
<b>Washers</b>	
American Felt Co (felt)	Glenville
Auburn Manufacturing Company The (all materials)	Middletown
Clark Brothers Bolt Co	Middleton
Fabricon Corp	Unionville
Plume & Atwood Mfg Co The (brass & copper)	Thomaston
Saling Manufacturer Company (made to order)	Unionville
<b>Washers—Felt</b>	
American Felt Co	Glenville
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Watches</b>	
E Ingraham Co The	Bristol
United States Time Corporation The	Waterbury
<b>Water Deionizers</b>	
Penfield Mfg Co	Meriden
<b>Water Heaters</b>	
Whitlock Manufacturing Co The (instantaneous & storage)	Hartford
<b>Water Heaters—Electric</b>	
Bauer & Company Inc	Hartford
<b>Water Heaters—Gas or Kerosene</b>	
Holyoke Heater Corp of Conn Inc	Hartford
<b>Waxes</b>	
Harrison Company The A S (and other protective coatings)	South Norwalk
<b>Waxes—Floor</b>	
Fuller Brush Co The	Hartford
<b>Webbing</b>	
Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing)	Middletown
<b>Wedges</b>	
Saling Manufacturing Company (hammer & axe)	Unionville
<b>Welded Products</b>	
Acme Welding Div United Tool & Die Co	West Hartford
<b>Welding</b>	
Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium)	Hartford
Ansonia Steel Fabrication Co., Inc. (steel, stainless steel and aluminum fabrication)	Ansonia
Connecticut Welders Inc (fabrication & repairs)	Wallingford
Farrel-Birmingham Company Inc	Ansonia
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford
King Co Alfred B	North Haven
<b>Welding—Lead</b>	
Connecticut Welders Inc (tanks & coils)	Wallingford
King Co Alfred B	North Haven
Lead Products, Inc. (tanks and fabrication)	Manchester
Storts Welding Company (tanks and fabrication)	Meriden
<b>Welding—Lead Bricks</b>	
Lead Products, Inc.	Manchester
<b>Welding Rods</b>	
American Brass Company The	Waterbury
Bridgeport Brass Company	Bridgeport
Bristol Brass Co The (brass & bronze)	Bristol
<b>Welding Solder</b>	
Lead Products, Inc. (wire, bar and cakes and babbitts)	Manchester
<b>Wells</b>	
Church Co The Stephens B	Seymour
<b>Wicks</b>	
American Felt Co	Glenville
Auburn Manufacturing Company The (felt, asbestos)	Middletown
Holyoke Heater Corp of Conn Inc	Hartford
<b>Wiffle Ball</b>	
Wiffle Ball Inc The	New Haven
<b>Window &amp; Door Guards</b>	
Hartford Wire Works Co The	Hartford
Smith Co The John P	New Haven
<b>Wire</b>	
American Brass Company The	Waterbury
Atlantic Wire Co The (steel)	Brantford
Bartlett Hair Spring Wire Co The	North Haven
Bristol Brass Corp The (brass & bronze)	North Haven
Driscoll Wire Co The (steel)	Bristol
Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted
Platt Bros & Co The (zinc and zinc alloy wires)	Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston
Seovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury
<b>Wire and Cable</b>	
Continental Wire Corp (for industrial and military applications)	Wallingford
General Electric Company (for residential, commercial and industrial applications)	Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications)	New Haven (Adv.)
<b>Wire Arches &amp; Trellises</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
<b>Wire Baskets</b>	
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing)	Bridgeport
<b>Wire Cloth</b>	
Hartford Wire Works Co The	Hartford
C O Jelliff Mfg Co The (all metal, all meshes)	Southport
Pequot Wire Cloth Co Inc	Norwalk
Rolock Inc (Alloy)	Fairfield
Smith Co The John P	New Haven
<b>Wire Dipping Baskets</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
<b>Wire Forming Machinery</b>	
Nilson Machine Company The A H	Shelton
Torrington Manufacturing Company The	Torrington
<b>Wire Formings</b>	
Master Engineering Company	West Cheshire
North & Judd Manufacturing Co	New Britain
Peck Spring Co	Plainville
Turner & Seymour Manufacturing Co The	Torrington
<b>Wire Forms</b>	
Atlantic Precision Spring Co	Forestville
Banner Spring Corporation	Hartford
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bristol Spring Manufacturing Co	Plainville
Central Spring Co (short run orders)	Terryville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The	Hartford
Foursome Manufacturing Co	Bristol
Gemco Manufacturing Co Inc	Southington
Stanley Humason Inc	Forestville
New England Spring Mfg Co	Unionville
Peck Spring Co	Plainville
Templeman Co D R	Plainville
Terryville Manufacturing Co	Terryville
Wire Form Inc	Middale
<b>Wire Goods</b>	
American Buckle Co The (overall trimmings)	West Haven
Patent Button Co The	Waterbury
Seovill Manufacturing Company (To Order)	Waterbury
<b>Wire Partitions</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
<b>Wire Products</b>	
Stanley Humason Inc	Forestville
Peck Spring Co	Plainville
Plume & Atwood Mfg Co The (to order)	Thomaston
<b>Wire Rools</b>	
Mettler Machine Tool Inc	New Haven
Nilson Machine Company The A H	Shelton
<b>Wire Rings</b>	
American Buckle Co The (pan handles and tinner's trimmings)	West Haven
Stanley Humason Inc	Forestville
Peck Spring Co	Plainville
Templeman Co D R	Plainville
<b>Wire—Specialties</b>	
Andrew B Hendryx Co The	New Haven
<b>Wire Straightening and Cutting Machinery</b>	
Mettler Machine Tool Inc	New Haven
<b>Wiring Devices</b>	
Harvey Hubbell Inc	Bridgeport
<b>Wood Scrapers</b>	
Fletcher-Terry Co The	Forestville
<b>Woodwork</b>	
C H Dresser & Sons Inc (Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford
<b>Woven Felts—Weel</b>	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Yarns</b>	
Aldon Spinning Mills Corporation The (fine-woolen and specialty)	Talcottville
Ensign-Bickford Co The (jute-carpet)	Simsbury
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns)	Unionville
<b>Zinc</b>	
Platt Bros & Co The (ribbon, strip and wire)	Waterbury
P O Box 1030	
<b>Zinc Castings</b>	
Newton-New Haven Co Inc	West Haven
<b>Zinc Die Castings</b>	
Mt Vernon Die Casting Corporation	Stamford
Stewart Die Casting Div Stewart-Warner Corp	Bridgeport

# COLONIAL

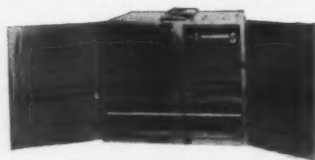
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## Profits Boosted By Proper Financing

(Continued from page 12)

highly successful, sales volume has almost doubled and loans are all fully repaid.

A large printing firm's experience with commercial financing can serve as another example.

This company had grown steadily since its inception in 1934, but the growth rate was hampered by lack of ready cash. Fixed assets investment was high, but its bank was unable to help with short term financing.

The printer, upon the suggestion of his banker, entered into an accounts receivable financing arrangement. When a job was completed, the finance company paid the printer immediately. The finance firm did the waiting—not the printer who had his receivables converted into cash. No notice of the financing arrangement is given the client's customer in such a case. The printer paid only for the funds he used and only for the time he used them.

In 1950, when the arrangement was begun, the printer's assets totaled \$107,000. By the end of 1958, assets had grown to \$509,000. Sales in the same period jumped from \$787,000 to \$1,972,000. Most important, having cash available for ready use helped the company increase its profits from \$38,000 in 1950 to \$271,000 in 1958. As foreseen when the arrangement was begun, the printer is now able to borrow enough to meet its needs from its bank.

Most commercial finance companies can also be of help to firms making installment payment sales. Here's how. When a company has a customer for its income producing product, it can make the sale on a time payment basis, knowing that the commercial finance company will buy the paper generated. As a result, the buyer gets terms designed specifically for him and the seller makes the sale on a "cash" basis. The finance company assumes all credit checking and collecting responsibilities.

Commercial financing, of course, is not a "cure-all" and responsible finance company officials are quick to say so. Companies in serious financial trouble because of unsound management usually cannot get a loan from a commercial finance company any more than they can from a bank. It can be of tremendous help to sound companies with good management and potential when they are temporarily stalled in their growth by lack of funds.

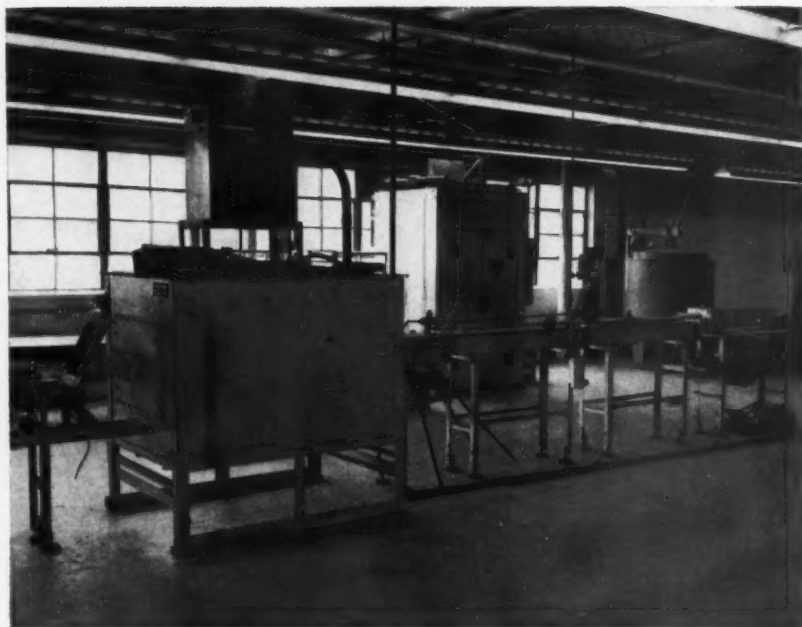
"Tight" money doesn't mean that progressive, well-run companies in any field can't get financial help when they need it.

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United Shoe Machinery Corp.—Shelton



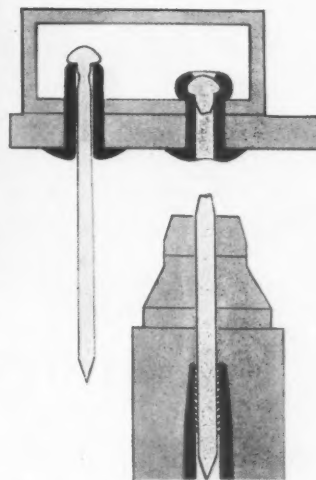
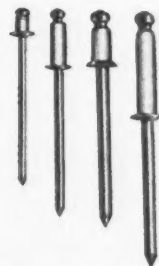
ACCURATELY CONTROLLED ELECTRIC HEAT is used by United Shoe Machinery Corp. to produce precision-made high-strength aluminum, Monel and steel "POP" Rivets in their Shelton Plant. A conveyor type electric furnace is used for bright annealing. Metal characteristics to exacting specifications are obtained in batch-type ovens and furnaces electrically heated and closely controlled.

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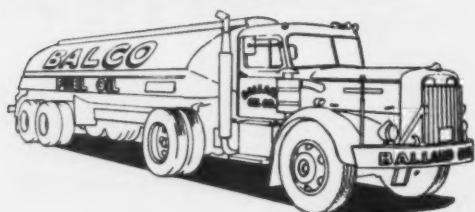
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